Oil, Paint and Drug Reporter

The Market Authority Since 1871

Chemicals-Dyestuffs-Drugs-Paints-Oils-Fertilizers

June 10, 1929 Vol. 115: No. 24 12 Gold Street, New York, N. Y.

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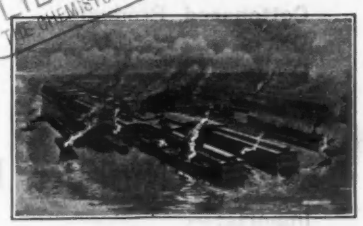

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The Market Authority Since 1871
Chemicals-Dyestuffs-Drugs-Paints-Oils-Fertilizers

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Late Market News

Tung Oil Shipments

WASHINGTON, June 8, 1929.

Total tung oil shipments from Hankow during May amounted to 11,099,840 pounds, of which 9,888,000 pounds were destined to the United States, and 1,211,840 pounds went to Europe, according to information cabled to the Department of Commerce. Unsold stocks of oil at Hankow May 31 were estimated at approximately 2,400 short tons, of which some is reported not to be up to export standard.

Market quotations contained in the cable have been computed by the chemical division and conversion rates and equivalents in United States currency have been calculated at the current cable quotations of the Shaighai tael. The range of prices for May at Hankow godown, for processed oil, naked, less overhead taxes, packing, coolie hire, insurance and other incidental charges, was as follows:—

	Open.	High.	Low.	Close.
Hankow taels per picul.	26.80	28.25	26.30	26.30
Amer. dollars per pound.	.124	.131	.120	.120

Phenol Scarcity Acute

Urgent inquiry continued to feature the market for phenol at the end of the week. The shortage which had been evident in this market for some time past had extended to the British markets and London buyers were in many instances paying premiums for quick deliveries.

Egg Products Easier

Chinese egg products were easier at the end of the week. Granular egg yolk could be had for 69c. to 71c. per pound, and egg spray at 80c. to 82c. Edible egg albumen was easier at 78c. to 80c. per pound, while the technical could be had for 75c.

London Ammonia Sulphate Cut

LONDON, June 7, 1929.

Export sulphate of ammonia, neutral quality, is 5s. lower at £9 12s. 6d. per ton in double bags, prompt shipment, f. o. b. U. K. ports. This market is the third successive reduction of 5s. in as many weeks.

Japan Wax Down

Quotations for Japan wax on the spot were shaded to 16¾c. to 17c. per pound Saturday morning as a result of competition developed by the lightness of demand in recent weeks.

Citrous Oils Weak

All prices for lemon and orange oils were close to being nominal Saturday morning. While not openly reduced, it was safe to assert that all quotations were subject to shading on firm orders. Buying was strictly hand-to-mouth.

Gasoline Prices Equalized in Ohio

The Standard Oil Company of Ohio advanced gasoline prices 1c. per gallon in Franklin county (excepting Columbus), Saturday, and reduced prices in Hamilton county 1c. per gallon.

Miscellaneous Oils Quiet

Tallow was quiet Saturday, with offerings light and quotations apparently nominal at the reduction previously noted. Chinawood oil appeared to be slightly steadier, but former prices were generally repeated; the inquiry was light

Dallas Cottonseed Products

DALLAS, June 7, 1929.

The market for cottonseed products is dull. Crude cottonseed oil is steadier at 7½c. per pound in tankcars. Other products are nominal.

Cottonseed Oil Closing Prices

Saturday the market was steady. Closing prices were:—

	June 8.	June 1.
June	9.75@10.25	9.40@ 9.75
July	9.86@—	9.51@—
August	9.95@10.10	9.90@ 9.66
September	10.14@10.16	9.76@—
October	10.20@—	9.84@ 9.83
November	10.10@10.22	9.70@—
December	10.24@—	9.75@ 9.80
January	10.28@10.30	9.77@ 9.85
Spot	9.75@10.25	9.45@ 9.75
Crude	Nominal.	Nominal.

Sales, 6,400 barrels; week's total, 101,700 barrels; since January 1, 1,245,200 barrels.

Contents of This Issue

Vol. 115: No. 24 June 10, 1929

Editorials:—
- Muscle Shoals Bobs Up Again 19
- Petroleum Cross Purposes 19

Obituaries:—
- Robbins, Nelson C. 20

Bids Wanted 56

Contracts Awarded 56

Classified Advertisements 81
Financial Market Reports 58, 82
Late Market Developments 2
Prices Current 5
Scientific and Professional Services 50
Where You Can Sell 30

Market Reports

Acids	49	Dry Colors	25	Perfume Materials	66
Ammoniates, Fertilizer	55	Dyestuffs, Natural	61	Petroleum, Crude	37
Animal Oils	35	Essential Oils	69	Petroleum, Refined	38
Balsams	67	Fats and Greases	35	Phosphates, Fertilizer	56
Barks	67	Fatty Acids	79	Pigments	23
Beans	67	Fertilizer Materials	55	Potashes, Fertilizer	56
Botanical Drugs	67	Fish Oils	35	Roots	68
Chemicals, Fine	63	Flaxseed Products	32	Rosin	31
Chemicals, Heavy	47	Flowers	67	Seeds	68
Coaltar Acids	57	Glues	27	Shellac	71
Coaltar Bases	57	Gums	71	Sizing Materials	61
Coaltar Colors	58	Herbs	68	Spices	68
Coaltar Intermediates	57	Insecticides	50	Tanstuffs, Natural	61
Colors in Oil	25	Lacquer Materials	27	Turpentine	31
Cottonseed Products	33	Leaves	68	Varnish Gums	25
Driers	27	Naval Stores	31	Vegetable Oils	34
Drugs	63	Paint Materials	23	Waxes	71

Import, Export, and Coastwise Shipments

Imports:—

Baltimore	75
Boston	75
Boston in Transit	75
Fall River	75
Galveston	75
Gulfport	75
Houston	75
Los Angeles	75
New Orleans	75
New York	73
New York in Transit	75
Norfolk	75
Philadelphia	75
San Francisco	76
Seattle	76

Exports:—

Baltimore	77
Boston	77
Galveston	77
Houston	77
Los Angeles	77
Mobile	78
New Orleans	78
New York	76
Norfolk	78
Philadelphia	78
Port Arthur	78
San Francisco	78
Savannah	78

Coastwise Shipments:—

Galveston	78
Houston	78
Mobile	78
New Orleans	78

Containers Returned 78

Recent Charters 78

News Articles

- Alcohol Permit Denied at Washington Hearing 20
- American I. G. Gets Office 58
- Aluminum Salts in 1928 56
- Acetone Dutiable in U. K. 45
- Argentine Flaxseed Duty 79
- Board of Trade Meeting to Hear Mayor Walker 50
- Chicago Paint Production Club Holds Final Meeting 29
- Chemical Manufacturers' Association Discusses Tariff and Trade Outlook 21
- Crude Petroleum Output in March 40
- Chemical Tariff Open Hearings Begin June 13 50
- Fertilizer Exports of U. S. 56
- Federal Stock Retired 58
- Foreign Trade Openings 60
- Greases and Lubricants to Be Sold by the Pint 29
- Gasoline Import Tax May Be Increased by Australia 20
- Grand Rapids Varnish Co. Loses Desist Order Plea 29
- Gasoline Production in March 51
- Greece Limits Free Imports of Fertilizers 52
- Kettleman Hills Drilling Suspension Seems Likely 20
- Kentucky Color Acquires National Ultramarine Co. 20
- Lead and Zinc Pigments and Salts Sold in 1928 27
- London Drug Auction 68
- Mullen & Haynes Banquet 45
- Mexican Oil Zones Named 51
- Michigan Oil Activities 51
- Margarin Output in April 79
- Oil Equipment Buyers Urged to Be Cautious 59
- Oil Conservation Legality Test Case Now Pending 20
- Pharmaceutical Manufacturers Endorse Work of the Department of Agriculture 21
- Phosphate Rock Freights 52
- P. rdue Fertilizer Meeting 52
- Petroleum Legislation 52
- Pennsylvania Oil Factors Plan Research Co-operation 52
- Petroleum Transportation Committee Meets June 21 58
- Remington Medal Awarded W. L. Scoville by A. Ph. A. 45
- Richfield Promotions 52
- Standard-Vacuum Merger Discarded for the Present 59
- Standard Oil Management Awarded $2,000,000 Bonus 29
- Sinclair Conviction Upheld 29
- Smith, Kline & French and V. H. Smith & Co. to Merge 20
- Standard-Universal Suit 40
- Shellac Importers Discuss Excess Arsenic Problems 80
- Transcontinental Revamped With Beaty as Chairman 59
- Tin Production in Malaya 58
- United Chemicals Expands 58
- United Feldspar Corp. Formed by Four Companies 29
- Vick Directors Recommend Stock Split and Increase 82
- Vacuum Oil Buys Leases 82
- Yates Pool Operators Ask Output Increase July 1 20

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Current Market Quotations

Where not otherwise indicated quotations are spot prices on original packages in large lots

Price changes and trends are noted in the market reports on other pages, with other informative comment. The locations of the several reports are indicated on page 2.

A

Acacia (see Gum, arabic).			
Acetaldehyde, drums	lb.	.18½@	.21
Acetanilide, technical, 95 p.c., barrels	lb.	.21 @	—
U.S.P., barrels	lb.	.36 @	.37
Acetin, technical, drums	lb.	.30 @	.32
Acetone, car lots, drums	lb.	.15 @	—
less car lots, drums	lb.	.16 @	.17
Methyl (see M).			
Oil, barrels	gal.	1.15 @	1.25
Acetophenone, bottles	lb.	3.00 @	4.00
Acetphenetidin, barrels	lb.	1.25 @	1.35
contracts, barrels, kegs	lb.	1.20 @	—
Acid:—			
Acetic, commercial, 28 p.c., barrels	100 lbs.	3.88 @	4.13
carboys	100 lbs.	4.38 @	4.63
30 p.c., barrels	100 lbs.	5.19 @	6.44
carboys	100 lbs.	5.69 @	5.94
56 p.c., barrels	100 lbs.	7.35 @	7.60
carboys	100 lbs.	7.85 @	8.10
60 p.c., barrels	100 lbs.	7.84 @	8.09
carboys	100 lbs.	8.34 @	8.59
70 p.c., barrels	100 lbs.	9.06 @	9.31
carboys	100 lbs.	9.56 @	9.81
80 p.c., barrels	100 lbs.	10.34 @	10.59
carboys	100 lbs.	10.84 @	11.09
84 p.c., barrels	100 lbs.	10.83 @	11.08
carboys	100 lbs.	11.33 @	11.58
glacial, U.S.P., 99 p.c., barrels	100 lbs.	13.68 @	13.93
carboys	100 lbs.	14.18 @	14.43
pure, 60 p.c., barrels	100 lbs.	9.19 @	9.44
carboys	100 lbs.	9.69 @	9.94
80 p.c., barrels	100 lbs.	12.13 @	12.38
carboys	100 lbs.	12.63 @	12.88
redistilled, 28 p.c., barrels	100 lbs.	4.16 @	4.41
carboys	100 lbs.	4.66 @	4.91
56 p.c., barrels	100 lbs.	7.90 @	8.15
carboys	100 lbs.	8.40 @	8.65
60 p.c., barrels	100 lbs.	8.44 @	8.69
carboys	100 lbs.	8.94 @	10.19
70 p.c., barrels	100 lbs.	9.76 @	10.01
carboys	100 lbs.	10.26 @	10.51
80 p.c., barrels	100 lbs.	11.13 @	11.38
carboys	100 lbs.	11.63 @	11.88
Acetic anhydride, drums	lb.	.28 @	.29
Acetylsalicylic, barrels	lb.	.85 @	.90
Anthranilic, refined, barrels	lb.	.98 @	1.00
technical, barrels	lb.	.80 @	—
Arsenous, technical (see Arsenic, white).			
U.S.P., powdered, drums, kegs	lb.	.25 @	—
Benzoic, technical, kegs	lb.	.57 @	.58
U.S.P., kegs	lb.	.60 @	.61
Battery, carboys	100 lbs.	1.60 @	3.00
Boric, technical, 99½ p.c., car lots, sacks	lb.	.06¼@	—
barrels	lb.	.06¾@	—
5 tons, sacks	lb.	.06¾@	—
barrels	lb.	.06 @	—
less than 5 tons, sacks	lb.	.06 @	—
barrels	lb.	.06¼@	—
kegs	lb.	.06¾@	—
U.S.P., car lots, bags	lb.	.06¼@	—
barrels	lb.	.06½@	—
5 tons, barrels	lb.	.06¾@	—
less than 5 tons, barrels	lb.	.07 @	—
Broenner's, barrels	lb.	1.25 @	—
Butyric, 100 p.c. basis, carboys,	lb.	.85 @	.90
Camphoric, cans	lb.	4.85 @	—
Carbolic (see Phenol).			
Chlorosulphonic, drums	lb.	.04½@	.05½
Chromic, 99 p.c., drums extra.	lb.	.18½@	.21
Cinnamic, refined, bottles	lb.	3.25 @	3.50
Citric, domestic, crystals, barrels	lb.	.46 @	—
powder, barrels	lb.	.47 @	—
imported, kegs	lb.	.65 @	.70
Cleve's, barrels	lb.	.52 @	.54
Coconut oil, mills, tanks	lb.	.10½@	.10¾
Corn oil, mills, tanks	lb.	.10 @	.10¼
Cottonseed oil, mills, barrels	lb.	.10½@	.10¾
Cresylic, 95-97 p.c., dark, drums gal.		.58 @	.70
97-99 p.c., pale, drums	gal.	.65 @	.78
Diethylbarbituric (see Barbita).			
Formic, domestic, 90 p.c., car lots, carboys	lb.	.10½@	.11¼
less car lots, carboys	lb.	.11¼@	.12
imported, carboys	lb.	.11 @	.12
Gallic, technical, barrels	lb.	.50 @	.55
U.S.P., barrels	lb.	.74 @	—
Gamma, barrels	lb.	.80 @	.85
H, barrels	lb.	.68 @	.72
Hydriodic, U.S.P., 10 p.c. solution, carboys	lb.	.67 @	—
Hydrobromic, U.S.P., 10 p.c. solution, carboys	lb.	.19 @	—
Hydrochloric (see Acid, muriatic).			
Hydrocyanic, works, cylinders,	lb.	.80 @	1.00
Hydrofluoric, 30 p.c., barrels	lb.	.06 @	.06¼
lead carboys	lb.	.8 @	.08½
48 p.c., lead carboys	lb.	.10 @	.10½
52 p.c., lead carboys	lb.	.11 @	.11¼
60 p.c., lead carboys	lb.	.13 @	.13½
Hydrofluosilicic, 35 p.c., barrels	lb.	.11 @	.12
Hypophosphorus, 30 p.c., U. S.P., demijohns	lb.	.85 @	—
Lactic, 22 p.c., dark, barrels	lb.	.04½@	.05
light, refined, barrels	lb.	.05½@	.06
44 p.c., dark, barrels	lb.	.09½@	.10
light, refined, barrels	lb.	.11 @	.11¼
U.S.P., X, carboys	lb.	.62 @	.64
Laurent's, barrels	lb.	.40 @	.42
Malic, powdered, kegs	lb.	.48 @	.60
Mixed, tanks, nitric unit	lb.	.07 @	.07¼
tanks, sulphuric unit	lb.	.008 @	.01
Monochloracetic, technical, barrels	lb.	.18 @	.21
99 p.c., barrels	lb.	.25 @	.27
Monosulphonic, barrels	lb.	1.65 @	1.70
Muriatic, 18 deg., tanks, works, 100 lbs.		1.00 @	—
carboys, car lots, works, 100 lbs.		1.35 @	—
truckloads, del'd	100 lbs.	1.60 @	—
20 deg., tanks, works	100 lbs.	1.10 @	—
carboys, car lots, works—, 100 lbs.		1.45 @	—
truckloads, del'd	100 lbs.	1.70 @	—
22 deg., tanks, works	100 lbs.	1.60 @	—
carboys, car lots, works... 100 lbs.		1.95 @	—
truckloads, del'd	100 lbs.	2.20 @	—
chemically pure, carboys	lb.	.06 @	.07
6-lb. bottles	lb.	.08 @	.17
Naphthionic, barrels	lb.	No stocks	
Nevile's and Winther's, barrels	lb.	.85 @	.87
Acid:—			
Nitric, 36 deg., carboys, car lots, works	100 lbs.	5.00 @	—
truckloads, delivered	100 lbs.	5.25 @	—
38 deg., carboys, car lots, works	100 lbs.	5.50 @	—
truckloads, delivered	100 lbs.	5.75 @	—
40 deg., carboys, car lots, works	100 lbs.	6.00 @	—
truckloads, delivered	100 lbs.	6.25 @	—
42 deg., carboys, car lots, works	100 lbs.	6.50 @	—
truckloads, delivered	100 lbs.	6.75 @	—
chemically pure, carboys	lb.	.11 @	.12
7-lb. bottles	lb.	.13 @	.23
Oleic (see Oil, red).			
Oleum (see Acid, sulphuric, fuming).			
Oxalic, domestic, barrels	lb.	.11 @	.11½
imported, barrels	lb.	.12¼@	—
Phenylacetic, bottles	lb.	3.00 @	5.50
Phenylcinchoninic (see Cinchophen).			
Phosphate (see Superphosphate).			
Phosphoric, 50 p. c., U.S.P., carboys, demijohns	lb.	.08½@	.09
85 p.c., syrupy, U.S.P. (Spec. grav. 1.710), demijohns	lb.	.14 @	.15
89 p.c. (spec. grav. 1.750), demijohns	lb.	.15 @	.16
Phthalic anhydride (see P).			
Picramic, kegs	lb.	.65 @	.70
Picric, car lots, barrels	lb.	.30 @	—
less car lots, barrels	lb.	.40 @	1.00
Pyrogallic, crystals, cans	lb.	1.30 @	1.40
resublimed, cans	lb.	1.60 @	1.70
Salicylic, technical, barrels	lb.	.37 @	.42
U.S.P., barrels	lb.	.40 @	.45
Stearic, double pressed, bags	lb.	.15¼@	.15½
single pressed, bags	lb.	.14¾@	.15¼
triple pressed, bags	lb.	.17¾@	.18¾
Sulphanilic, barrels	lb.	.15 @	.16
Sulphuric, 60 deg., tanks, works	ton.	11.00 @	—
66 deg., tanks, works	ton.	15.50 @	—
carboys, car lots, works... 100 lbs.		1.35 @	—
truckloads, del'd	100 lbs.	1.60 @	—
98 p.c., tanks, works	ton.	16.50 @	—
chemically pure, carboys	lb.	.06 @	.07
9-lb. bottles	lb.	.08 @	.17
fuming (oleum), 20 p.c., tanks, works	ton.	18.50 @	—
Tannic, technical, barrels	lb.	.35 @	.40
U.S.P., fluffy, barrels	lb.	.87 @	.93
Tartaric, U.S.P., domestic, crystals, barrels	lb.	.38½@	—
fiber drums	lb.	.39½@	—
kegs	lb.	.39 @	—
powdered and granular, barrels	lb.	.38 @	—
imported, crystals, kegs	lb.	.38 @	—
Tobias, barrels	lb.	.85 @	—
Trichloracetic, bottles	lb.	2.75 @	—
kegs	lb.	2.00 @	—
Tungstic, technical, barrels	lb.	1.79 @	2.10
chemically pure, kegs	lb.	3.20 @	—
Aconite leaves, bales	lb.	.12 @	.13
Root, U.S.P., bales	lb.	.20 @	.21
Aconitine alkaloid, amorphous, vials	oz.	20.00 @	—
crystals, vials	oz.	30.00 @	—
Adeps lanae, anhydrous, barrels,	lb.	.15½@	.16
hydrous, barrels	lb.	.14½@	.15
Agar agar, No. 1, bales	lb.	1.40 @	1.45
No. 2, bales	lb.	No stocks	
No. 3, bales	lb.	1.00 @	1.05
Agaric, white, bales	lb.	.48 @	.49
Albumen:—			
Blood, barrels	lb.	.43 @	.48
Egg, edible, cases	lb.	.78 @	.80
technical cases	lb.	.75 @	.76
Milk, f.o.b. works, sacks	lb.	.05 @	.05½
Vegetable, edible, works, barrels	lb.	.65 @	.70
Alcohol:—			
Amyl, from fusel oil, drums	gal.	1.90 @	2.10
from pentane, small lots, works	gal.	2.25 @	—
car lots, works, drums	gal.	1.67 @	—
less car lots, freight allowed, drums	gal.	1.75 @	—
tanks, works	gal.	1.65 @	—
Benzyl, bottles	lb.	1.25 @	1.35
Butyl, works, tanks	lb.	.16¾@	.17¾
car lots, works, drums	lb.	.17¼@	.18¼
less car lots, works, drums,	lb.	.17¾@	.18¾
less than 100 gals, works, drums	lb.	.19¾@	.20¼
cans, works	lb.	.21¼@	—
Cinnamic, bottles	lb.	3.00 @	3.50
*Denatured completely, No. 1, 188 proof, works, car lots, barrels	gal.	.58 @	—
drums	gal.	.51 @	—
less car lots, barrels	gal.	.61 @	.66
drums	gal.	.54 @	.59
tanks	gal.	.49 @	—
anhydrous, fr. alld. E. of Miss., car lots, drums,	gal.	.68 @	—
less car lots, drums	gal.	.71 @	—
tanks	gal.	.66 @	—
completely, No. 5, 188 proof, works, car lots, barrels,	gal.	.57 @	—
drums	gal.	.50 @	—
less car lots, barrels	gal.	.60 @	.65
drums	gal.	.53 @	.58
tanks	gal.	.48 @	—
(180 proof, C.D., 1c. per gal. less than 188 proof).			
special, No. 1, 190 proof, works, car lots, barrels,	gal.	.57 @	—
drums	gal.	.50 @	—
less car lots, barrels	gal.	.60 @	.65
drums	gal.	.53 @	.58
tanks	gal.	.48 @	—

*Delivered prices in drums exceed works prices, according to freight distances, as follows:—
Zone 1.....1c. per gal.
Zone 2.....2c. per gal.
Zone 3.....3c. per gal.
Zone 4.....4c. per gal.

Diacetone, car lots, drums	gal.	1.42 @	1.47
500 gallons or more	gal.	1.55 @	—
100 gallons or more	gal.	1.60 @	—
Ethyl, 190 proof (from molasses), barrels	gal.	2.67 @	2.75
drums	gal.	2.60 @	2.67
(from grain), barrels	gal.	2.72 @	2.80
drums	gal.	2.65 @	2.73
absolute, drums	gal.	4.70 @	4.80
Alcohol, isoamyl, primary, works, cans	gal.	4.00 @	4.50
drums	gal.	3.50 @	—
Isopropyl, 91 p.c., drums	gal.	1.05 @	1.35
98 p.c., drums	gal.	1.30 @	1.60
Methyl (see Methanol).			
Phenylethyl, bottles	lb.	4.75 @	5.75
Aldehol, denaturing grade, works, drums or tanks	gal.	.85 @	.92
Aldol, technical, car lots, drums,	lb.	.27 @	—
less car lots, drums	lb.	.31 @	—
Aletris root, bags	lb.	.36 @	.37
Alizarin red (see Red, Alizarin).			
Alkanet root, bales	lb.	.11 @	.13
Aloe, Barbadoes, true, cases	lb.	1.00 @	1.10
Cape, cases	lb.	.13½@	.14
Curacao, cases	lb.	.24½@	.25
gourds, barrels	lb.	.40 @	.45
Socotrine, kegs	lb.	.40 @	.45
Aloin, 1,000-lb lots, barrels, cans	lb.	1.60 @	—
10-lb. lots, barrels, cans	lb.	1.75 @	—
Alphanaphthol, refined, bbls	lb.	.80 @	.85
technical, barrels	lb.	.60 @	.65
Alphanaphthylamine, barrels	lb.	.32 @	.84
Althea root, cut, cases	lb.	.32 @	.33
Alum:—			
Ammonia, burnt, U.S.P., barrels	lb.	.15 @	—
ground, barrels	100 lbs.	3.35 @	3.75
lump, barrels	100 lbs.	3.60 @	3.85
powder, barrels	100 lbs.	3.65 @	3.90
Ammonia-chrome, barrels	lb.	.05¼@	.06½
Potash, ground, barrels	100 lbs.	3.10 @	3.65
lump, barrels	100 lbs.	3.25 @	3.50
powder, barrels	100 lbs.	3.90 @	—
Potash-chrome, barrels	lb.	.05¼@	.05½
Soda, barrels	lb.	.03½@	.04¼
Alumina chloride, 33-35 p.c., works, drums	lb.	.03 @	.03¼
anhydrous, commercial, car lots, works, drums	lb.	.05 @	—
Hydrate, heavy, barrels	lb.	.06½@	.06¾
light, barrels	lb.	.16 @	.17
Oleate, precipitated	lb.	.21 @	.21½
Palmitate, precipitated	lb.	.28 @	.29½
Resinate, precipitated	lb.	.16½@	.17
Stearate, precipitated	lb.	.25½@	.26
Sulphate, commercial, car lots, works, bags, barrels, 100 lbs.		1.40 @	1.55
less car lots, works, bags, barrels	100 lbs.	1.65 @	1.80
iron-free, car lots, works, bags, barrels	100 lbs.	1.95 @	2.05
less car lots, works, bags, barrels	100 lbs.	2.40 @	3.30
Aluminum, 98-99 p.c. virgin	lb.	.2430 @	—
powdered (see Bronze powder).			
Salts (see Alumina).			
Amaranth (see Red, amaranth).			
Ambergris, gray, tins	oz.	36.00 @	40.00
Amidopyrine, cans	lb.	4.15 @	4.30
Ammonia, anhydrous, cylinders,	lb.	.14 @	.14¼
Acetate, kegs	lb.	.34 @	.36
Aldehyde, drums	lb.	.65 @	.70
Aqua, 26 deg., carboys	lb.	.05¼@	—
drums, car lots	lb.	.03 @	.03¼
less than car lots	lb.	.03¼@	.03½
tanks	lb.	.02½@	.02¾
Bicarbonate, car lots, works, barrels	100 lbs.	5.15 @	—
less car lots, barrels	100 lbs.	5.15 @	—
contracts, barrels	100 lbs.	5.15 @	—
Bifluoride, barrels	lb.	.21 @	.22
Borate, bottles	lb.	.35 @	—
Bromide, granular, barrels	lb.	.48 @	.49
Carbonate, technical, domestic, barrels	lb.	.12 @	.13
imported, casks	lb.	.08¼@	.10
U.S.P., lump, barrels	lb.	.12 @	.16
powder, barrels	lb.	.13 @	.17
Chloride, technical (see Ammoniac, sal).			
U.S.P., granular, barrels	lb.	.13 @	.14
Citrate, kegs	lb.	.90 @	1.30
Fluoride, barrels	lb.	.19 @	.21
Hypophosphite, barrels	lb.	1.10 @	1.20
Iodide, jars	lb.	5.20 @	—
Nitrate, technical, casks	lb.	.06½@	.12
Oxalate, crystals, barrels, kegs,	lb.	.30 @	.32
Persulphate, cases	lb.	.31 @	.34
Phosphate, dibasic, N.F., barrels	lb.	.43 @	—
technical, barrels	lb.	.12 @	.16
monobasic, pure, barrels	lb.	.40 @	.42
technical, barrels	lb.	.12½@	.13
Salicylate, U.S.P., kegs	lb.	1.15 @	1.20
Sulphate, domestic, delivered Northern markets, bulk, bags	100 lbs.	2.25 @	—
Southern markets, bulk, 100 lbs.		2.30 @	—
resale, bulk	100 lbs.	2.25 @	—
export, f.a.s. New York, double bags	100 lbs.	2.25 @	—
imported, synthetic, c.i.f. Northern ports, bulk	ton.	46.00 @	—
c.i.f. Southern ports, bulk	ton.	46.00 @	—
Sulphate-nitrate, 26 p.c. nitrogen, 31.6 p.c. ammonia, imported, Northern ports, bags	ton.	62.20 @	—
Southern ports, bags	ton.	62.95 @	—
Sulphocyanide, kegs	lb.	.36 @	.48
Ammoniac (see Gum, ammoniac)			
Ammoniac, sal, gray, domestic, car lots, barrels	100 lbs.	5.40 @	5.50
less car lots, barrels	100 lbs.	5.90 @	6.50
imported, casks	lb.	.05½@	.06
lump, imported, barrels	lb.	.10¼@	.11
white, domestic, granular, casks, car lots, contracts, works	100 lbs.	4.50 @	—
imported, casks	100 lbs.	4.50 @	4.80
Amyl acetate, works, tanks	gal.	1.70 @	—
car lots, works, drums	gal.	1.72 @	—
less car lots, freight allowed	gal.	1.80 @	2.30
Alcohol (see Alcohol, amyl)			
Butyrate, bottles	lb.	1.60 @	3.00
Chloride, normal, works, drums	gal.	4.50 @	—
small lots, works	gal.	5.00 @	—
Chlorides, mixed, works, drums,	gal.	2.50 @	—
small lots, works	gal.	3.00 @	—
Salicylate, cans	lb.	1.15 @	2.00
Amylene, works, drums	gal.	2.50 @	—
small lots, works	gal.	3.00 @	—
Dichloride, works, drums	gal.	2.50 @	—
small lots, works	gal.	3.00 @	—
Anethol, bottles	lb.	1.20 @	1.50
Angostura bark, bales	lb.	.23 @	.25
Angelica root, bales	lb.	.22 @	.23
Anilin oil, drums	lb.	.15 @	.16
tanks	lb.	.14½@	.15
Oil for red, drums	lb.	.38 @	.40
Salt, barrels	lb.	.24 @	.25
Anise, Russian, bags	lb.	.11½@	.12
Spanish, bags	lb.	.16¼@	.16¾
Star, bags	lb.	.12 @	.12¾
Anisic aldehyde, C.P., bottles	lb.	3.25 @	3.75
Annatto paste, boxes	lb.	.34 @	.37
Seed, bags	lb.	.09 @	.11
Anthraquinone, 99.5 p.c., sublimed, kegs	lb.	.80 @	.90
Antimony chloride solution (butter of antimony), domestic, carboys	lb.	.17 @	.18
imported, carboys	lb.	.14½@	—
Metal, bulk	lb.	.08¾@	.09
Needle, powdered, barrels	lb.	.10 @	.13
Oxide, barrels	lb.	.11½@	.13¾
Salt, 66 p.c., tins	lb.	.25½@	.26
Sulphuret, golden, barrels	lb.	.16 @	.20
vermilion, barrels	lb.	.38 @	.42
White pigment, barrels	lb.	.16½@	.17
Antipyrine, bulk, cans	lb.	1.60 @	1.75
Apomorphine, cans	oz.	22.00 @	23.70
Archil extract, concentrated, barrels	lb.	.17 @	.19
double, barrels	lb.	.13 @	.14
triple, barrels	lb.	.12 @	.14
Areca nuts, bags	lb.	.09½@	.10
Arecoline hydrobromide, bottles, vials	oz.	7.75 @	8.75
resale, bottles, vials	oz.	6.50 @	8.75
Argols, crude, 30 p.c., casks	lb.	.07½@	.08
80 percent, casks	lb.	.18¾@	—
Aristol (see Thymol iodide)			
Arnica flowers, bales	lb.	.80 @	.85
Root, bales	lb.	.45 @	.46
Arrowroot, St. Vincent, powd., barrels	lb.	.09 @	.10
Arsenic metal, casks	lb.	.50 @	.55
Iodide (arsenous), bottles, jars,	lb.	3.35 @	3.85
Red, kegs	lb.	.09½@	.10
Trioxide (see Acid, arsenous)			
White, powdered, kegs	lb.	.04 @	.08
Arsenic-mercury iodide solution, bottles	lb.	.25 @	—
Asafetida, cases	lb.	.22 @	.23
powdered, barrels, boxes	lb.	.45 @	.50
Asbestine (see Talc, fibrous)			
Asphaltum, Barbados (Manjak), A, barrels	lb.	.04 @	.06
AA, barrels	lb.	.10 @	.13
California, barrels	ton.	41.00 @	49.00
Cuban, cases	ton.	60.00 @	150.00
Egyptian, bags	lb.	.13 @	.15
Gilsonite, select, bags, car lots, works	ton.	33.00 @	—
ex warehouse, bags	ton.	55.00 @	60.00
Maltha, barrels	ton.	50.00 @	60.00
Mexican, barrels, drums	ton.	21.00 @	23.00
Texas, barrels, drums	ton.	15.00 @	25.00
Trinidad, commercial, barrels,	ton.	28.00 @	35.00
varnish grade, barrels	ton.	100.00 @	120.00
Aspirin (see Acid, acetylsalicylic)			
Atropine alkaloid, vials	oz.	6.50 @	7.00
Sulphate, vials	oz.	2.20 @	2.40
Aubepine, liquid (see Anisic aldehyde)			

B

Balm of gilead buds, bags	lb.	.35 @	.50
Barbital, cases	lb.	3.65 @	3.90
Barium carbonate, domestic, bags	ton.	58.00 @	60.00
imported, bags	ton.	60.00 @	65.00
Chlorate, kegs	lb.	.14 @	.15
Chloride, C.P., barrels	lb.	.17 @	.18
technical, crystals, domestic, barrels, bags	ton.	65.00 @	75.00
imported, bags	ton.	72.00 @	75.00
Dioxide, imported, drums	lb.	.12 @	.13
Fluoride, barrels	lb.	.12 @	.20
Hydrate, barrels	lb.	.04¾@	.05¼
Iodide, bottles	lb.	5.25 @	—
Nitrate, casks	lb.	.08¼@	.08¾
Sulphate, technical (see Barytes and Blanc fixe)			
x-ray, barrels	lb.	.14 @	.15
Barberry bark, bales	lb.	.11 @	.12
Root bark, bales	lb.	.18 @	.19
Barwood (see Red saunders wood).			
Barytes, domestic, floated, car lots, barrels	ton.	30.50 @	—
f.o.b. St. Louis, barrels,	ton.	26.00 @	—
less car lots, barrels	ton.	34.00 @	35.00
Southern, off color, works, bulk	ton.	12.00 @	20.00
imported, barrels	ton.	27.00 @	34.00
Bauxite, mines, bulk	ton.	5.00 @	8.00
Bay leaves (see Laurel leaves)			
Bay rum, domestic, barrels	gal.	.70 @	.75
imported, barrels	gal.	.80 @	.85
Bayberry bark, bags	lb.	.11 @	.13
Wax (see Wax, bayberry)			
Beeswax (see Wax, bees)			
Belladonna leaves, bales	lb.	.16 @	.18
Root, bales	lb.	.18 @	.20
Benzaldehyde, technical, drums,	lb.	.60 @	.65
U.S.P., IX, drums	lb.	1.15 @	1.20
U.S.S., X, drums	lb.	1.25 @	1.30
Benzene (benzol), 90 p.c., works, drums	gal.	.28 @	—
tanks	gal.	.23 @	—
nitration, works, drums	gal.	.31 @	—
tanks	gal.	.26 @	—
pure, works, drums	gal.	.28 @	—
tanks	gal.	.23 @	—
Benzidin base, barrels	lb.	.67 @	.74
Benzin (see Gasoline)			
Benzol (see Benzene)			
Benzoyl chloride, drums	lb.	1.00 @	1.06
Benzyl acetate, F.F.C., bottles,	lb.	.95 @	1.25
Alcohol (see Alcohol, benzyl)			
Benzoate, A.M.A., F.F.C., tins	lb.	1.20 @	1.40
Chloride, 95@97 p.c., refined, drums	lb.	.30 @	.35
technical, drums	lb.	.25 @	—
Formate, cans	lb.	3.15 @	4.00
Benzylidin acetone, bottles	lb.	3.25 @	3.75
Berberis aquifolium root, bales,	lb.	.11 @	.12
Betanaphthol, sublimed, barrels	lb.	.55 @	.60
technical, car lots, barrels	lb.	.22 @	—
less car lots, barrels	lb.	.24 @	—
Benzoate, boxes, kegs	lb.	2.35 @	2.60
Betanaphthylamine, sublimed, kegs	lb.	1.25	Nom.
technical, kegs	lb.	.60 @	.65
Beth root, bales	lb.	.16 @	.17
Bismuth citrate, U.S.P., VIII, boxes	lb.	2.75 @	2.80

"See American First"

USERS of "American" Alcohol receive more than a good product. They benefit by an exclusive distillation process originated in our laboratories.

They receive more than prompt deliveries, made possible by four large producing plants and a wide network of conveniently located distributing warehouses.

They profit from the unremitting efforts of an expert organization, which for many years has cooperated with users to obtain the best results from Alcohol. "See American First", for you secure a quality Alcohol and service plus.

This is number 6 of a series depicting historical periods in the development of America

"SEE AMERICAN FIRST"
COMMERCIAL ALCOHOL CORPORATION
420 Lexington Avenue, New York, N. Y.

Plants:

Pekin, Ill. Philadelphia, Pa.
Gretna, La. Sausalito, Calif.

ROBERT FULTON *found the waters of the world a bar to human progress; he left them the highways of commerce. The feasibility of steam navigation was first demonstrated August 11, 1807, when the "Clermont"; popularly termed "Fulton's Folly", proceeded up the Hudson River from New York City to Albany. The journey consumed about 36 hours. Thus was opened an era of transportation which tremendously contributed to the development of America.*

AMERICAN BRAND DENATURED ALCOHOL
AMERICAN COMMERCIAL ALCOHOL CORPORATION

Bismuth glycerite, N.F., demijohns	lb.	.71	.76
Hydroxide, boxes, fiber drums,	lb.	3.05	3.10
Metal, ton lots	lb.	1.70	—
Nitrate crystals, jars	lb.	1.85	1.90
Oxide, powder, boxes, fiber drums	lb.	3.45	3.50
Oxychloride, boxes, fiber drums	lb.	3.10	3.15
Subbenzoate, boxes, fiber drums	lb.	3.25	3.30
Subcarbonate, U.S.P., barrels, fiber drums	lb.	2.20	2.25
X-ray, bottles, fiber drums	lb.	3.15	3.20
Subgallate, barrels, fiber drums	lb.	2.50	2.55
Subiodide, bottles, fiber drums,	lb.	4.25	4.30
Subnitrate, cones, bottles, fiber drums	lb.	2.75	2.80
powder, bottles, fiber drums,	lb.	1.60	1.65
resale, bottles, drums	lb.	1.55	—
Subsalicylate, 95@99 p.c., barrels	lb.	2.90	2.95
Bismuth-ammonium citrate, U.S.P., scales, cans	lb.	5.50	5.55
Black:—			
Bone, powdered, barrels	lb.	.05½	.15
Carbon gas, litho ink qualities, bags	lb.	.22	.30
standard, rubber, ink and paint qualities, bags, cases	lb.	.12	—
f.o.b. Texas works, bags,	lb.	.08	—
Louisiana works, bags	lb.	.0810@	—
varnish grade, highest, bags,	lb.	.35	.55
medium, bags	lb.	.16	.26
Charcoal (see C)			
Coach, in oil, cans	lb.	.32	.34
in japan, cans	lb.	.48	.59
Drop, barrels	lb.	.05½	.15
in oil, cans	lb.	.32	.34
Iron oxide, commercial, barrels	lb.	.04½	.07
C.P., barrels	lb.	.10	.15
Ivory, genuine, barrels	lb.	.30	.35
Lamp, commercial, barrels	lb.	.07	.08
grinders blue-tone, barrels,	lb.	.12	.18
litho, barrels	lb.	.20	.24
special high-grade, barrels	lb.	.40	—
velvet, barrels	lb.	.11	—
in oil, cans	lb.	.44	.45
Mineral, works, bags	ton.	28.00	@32.00
Oxide (see Manganese dioxide)			
(Black dyes are listed under Dye)			
Black haw bark, bales	lb.	.15	.16
Root bark, bales		.26	.27
Black indian hemp root, bales.	lb.	.18	.19
Blanc fixe, dry, car lots, works, barrels	lb.	.03¾	—
less car lots, works, barrels.	lb.	.04½	—
pulp, works, bulk	ton.	42.50	@45.00
Bleaching powder, car lots, works, drums	100 lbs.	2.00	2.35
less car lots, works, drums	100 lbs.	2.15	2.60
Blood, dried, domestic, 15@17 p.c. ammonia, bags	unit	4.00	—
high-grade ground, 16@17 p.c. ammonia, f.o.b. Chicago, bags	unit	4.25	4.35
imported, June shipment	bags	4.25	—
Bloodroot, bales	lb.	.17½	.18
Blue:—			
Bronze, barrels	lb.	.35	.37
Celestial, barrels	lb.	.10	.15
Chinese, barrels	lb.	.35	.37
in oil, cans	lb.	.60	.65
Cobalt, imitation, in oil, cans	lb.	.52	.54
Milori, barrels	lb.	.35	.37
Prussian, barrels	lb.	.35	.37
in oil, cans	lb.	.60	.65
Soluble, barrels	lb.	.35	.37
Ultramarine, barrels	lb.	.06	.30
in oil, cans	lb.	.46	.48
(Blue dyes are listed under Dye)			
Blueflag root, bales	lb.	.25	—
Blue mass, U.S.P., cans, kegs.	lb.	1.02	1.05
Blue stone (see Blue vitriol)			
Blue vitriol, 99 p.c., crystals, car lots, barrels	100 lbs.	6.00	—
less car lots, barrels	100 lbs.	6.15	7.00
Bone, raw, 4½ p.c. ammonia, 50 p.c. phosphate, f.o.b. Chicago	ton.	42.00	—
South American, to arrive	ton.	37.50	—
steamed, 1½ p.c. ammonia, 60 p.c. phosphate, f.o.b. Chicago	ton.	28.50	@30.00
soft, f.o.b. Chicago	ton.	26.50	@27.00
South American, to arrive.	ton.	34.50	—
Meal, steamed, domestic, 3 p.c. ammonia, 50 p.c. phosphate bags	ton.	34.00	—
f.o.b. Chicago, bags	ton.	30.00	@35.00
imported, bags	ton.	28.00	@30.00
Boneset, leaves, bales	lb.	.10	.12
Borage flowers, bales	lb.	.15	.16
Borax, crystals, car lots, freight allowed, barrels	lb.	.03	—
kegs	lb.	.03½	—
sacks	lb.	.02¾	—
granular and powder, car lots, freight allowed, barrels	lb.	.02¾	—
kegs	lb.	.03¼	—
sacks	lb.	.02½	—
Bordeaux mixture, paste, barrels	lb.	.10	.10¼
powder, barrels	lb.	.10½	.11½
Borneol, bottles	lb.	2.50	3.00
Brazilwood, sticks, shipment	ton.	26.00	@28.00
Extract (see Hypernic).			
Brimstone (see Sulphur).			
Bromides (see name of base).			
Bromine, purified, cases	lb.	.45	.47
Bromoform, U.S.P., jars	lb.	1.80	1.90
Bronze powder, aluminum, bulk,	lb.	.65	1.20
Gold, bulk	lb.	.60	1.25
Broomtop, bales	lb.	.09	.10
Brown:—			
Metallic, Pennsylvania works, bags, barrels	ton.	37.00	@45.00
Sienna, American, burnt, powdered, ton lots, barrels	lb.	.03	.04
raw, powdered, ton lots, barrels	lb.	.02½	.03½
Italian, burnt, powdered, ton lots, barrels	lb.	.05½	.12½
raw, powdered, ton lots, barrels	lb.	.05½	.12½
in oil, best grades, cans	lb.	.30	.32
Spanish, high grades, bulk	lb.	.03	—
low grades, bulk	lb.	.02½	—
Umber, American, burnt, powdered, car lots, barrels	lb.	.02½	.03½
raw, powdered, car lots, barrels	lb.	.02½	.03½
Turkey, burnt, powdered, ton lots, barrels	lb.	.04	.06
raw, powdered, ton lots, barrels	lb.	.04	.06
in oil, best grades, cans	lb.	.25	.27
Vandyke, domestic, ton lots, barrels	lb.	.03	.03½
imported, barrels	lb.	.04½	.05
in oil, cans	lb.	.27	.29
Brucine, alkaloid, cans	oz.	.04	.05½
sulphate, cans	oz.	.04	.05½
Bryonia root, bales	lb.	.11	.12
Buchu leaves, bales	lb.	.35	.38
Buckthorn bark, true, bales	lb.	.05	.06
berries, bags	lb.	.32	.33
Burdock root, bales	lb.	.13	.14
Burgundy pitch, domestic, stands,	lb.	.04¾	.07
imported, stands	lb.	.10	.11
Butternut bark, bales	lb.	.06½	.09
Butyl acetate, domestic, car lots, drums	gal.	1.34	—
less car lots, drums	gal.	1.37	—
tanks	gal.	1.32	—
imported, drums	gal.	1.37	—
tanks	gal.	1.35	—
Alcohol (see Alcohol, butyl).			
Aldehyde, works, drums	lb.	.37	.44
Propionate, works, tanks	lb.	.23	.25
works, drums	lb.	.25	.27
Stearate, works, drums	lb.	.25	.30
Tartrate, drums	lb.	.55	.60
Butyric ether, cans	lb.	1.10	1.20

C

Cadmium bromide, jars, bottles.	lb.	1.40	1.50
Iodide, bottles, jars	lb.	4.80	—
Metal, cases	lb.	.90	1.00
Sulphide, boxes	lb.	.95	1.75
Caffeine alkaloid, cans, cases	lb.	2.85	3.00
Citrated, cans	lb.	2.00	3.40
Hydrobromide, jars, bottles	lb.	4.80	5.00
Calabar beans, bags	lb.	.22	.23
Calamus root, bags	lb.	.06	.07
bleached, cases	lb.	.50	.60
Calcium acetate, bags	100 lbs.	4.50	—
Arsenate, drums	lb.	.06¾	.07
Bromide, jars	lb.	.65	.69
Carbide, drums	lb.	.05	.06
Carbonate (see Chalk, precipitated, and Whiting)			
Chloride, flake, domestic, 77 to 80 p.c., bags	100 lbs.	1.83	1.98
drums	100 lbs.	1.83	1.98
car lots, works, drums	ton.	22.75	—
imported, 75 p.c., drums	ton.	22.50	24.00
solid, domestic, 73 to 75 p.c., drums	100 lbs.	1.69	1.84
car lots, works, drums	ton.	20.00	—
imported, shipments, casks,	ton.	18.00	@19.00
Glycerophosphate, barrels, cans	lb.	1.40	1.55
Hydrate, works, bags	ton.	11.50	@12.00
barrels	100 lbs.	.60	.65
Hypophosphite, cans	lb.	.60	.65
Iodide, bottles, jars	lb.	4.25	—
Lactate, U.S.P., barrels	lb.	.52	.54
Nitrate, imported, Southern ports	ton.	43.00	—
Phosphate, barrels	lb.	.08	.08¼
Resinate, precipitated, barrels	lb.	.16	.16¼
Stearate, precipitated, barrels.	lb.	.25½	.28
Sulphate (see Plaster of paris)			
Sulphide, crude, drums	lb.	.21½	.24
luminous, tins	lb.	1.00	1.25
Calendula flowers, bales	lb.	1.60	1.75
Calomel, boxes, kegs	lb.	2.05	—
Camphor, refined, Japanese, slabs, cases	lb.	.60	.61
tablets, tins	lb.	.75	.79
powdered, barrels	lb.	.62	.63
Monobromate, boxes, kegs	lb.	1.85	1.95
Camwood bark, ground, barrels.	lb.	.18	—
Canada balsam (see Fir balsam)			
Canary seed, Argentine, bags	lb.	.06½	.07
Morocco, bags	lb.	.06½	.07
Spanish, bags	lb.	.06½	.07
Candies:—			
Adamantine, 6s. 16 oz., 20-set cases	set	.14½	.15¾
40-set cases	set	.14	.14½
Paraffin, 6s, 14 oz., case of 40 sets	set	.10	.10¼
6s, 14 oz., case of six cartons containing 36 sets	set	.11	.11¼
6s, 12 oz., 40-set, cases	set	.09	.09¼
6s, 12 oz., case of six cartons containing 36 sets	set	.10	.10¾
Patent ends	set	.17¾	.18
Stearin, 6s, 16 oz., plain, cases.	set	.16¾	.17
Canella alba bark, bales	lb.	.30	.32
Cannabis, domestic, U.S.P., bales	lb.	.21	.27
Cantharides, Chinese, cases	lb.	.42	.45
powdered, boxes	lb.	.65	.70
Russian, cases	lb.	.50	.55
powdered, boxes	lb.	.65	.70
Caraway seed, Dutch, bags	lb.	.10½	.11
Carbazole, barrels	lb.	.45	.50
Carbinol:—			
Butyl, normal, works, drums,	gal.	4.50	—
small lots, works	gal.	5.00	—
secondary, works, drums	gal.	4.50	—
small lots, works	gal.	5.00	—
Diethyl, works, drums	gal.	4.50	—
small lots, works	gal.	5.00	—
Dihyl, works, drums	gal.	4.50	—
small lots, works	gal.	5.00	—
Isobutyl, works, drums	gal.	4.50	—
small lots, works	gal.	5.00	—
Methylpropyl, works, drums,	gal.	4.50	—
small lots, works	gal.	5.00	—
Carbon bisulphide, drums	lb.	.06½	.08
Dioxide, cylinders	lb.	.06	.08
Tetrachloride, car lots, drums,	lb.	.06¼	—
less car lots, drums	lb.	.06½	.10
Cardamom seed, bleached, cases.	lb.	1.80	1.80
decorticated, cases	lb.	1.45	1.50
green, bags	lb.	1.13	1.25
Carvol, bottles	lb.	3.75	4.00
Cascara sagrada bark, old crop, four years, bales	lb.	.17	.18
one year, bales	lb.	.14	.15
two years, bales	lb.	.15	.16
Casein, domestic, 20-30 mesh, car lots, bags	lb.	.15¼	.15½
80-100 mesh, car lots, bags	lb.	.16	.16½
Argentine, fine ground, car lots, bags	lb.	.15¾	.16
standard ground, car lots, bags	lb.	.15¼	.15½
French, 20-30 mesh, bags	lb.	.15½	.16
Cassia, Batavia, No. 1, bales	lb.	.13½	.13¾
No. 3, bales	lb.	.10	.10¼
shortstick, bales	lb.	.12	.12½
China, selected, cases	lb.	.09½	.10
broken, bags	lb.	.07½	.08
extra, bags	lb.	.08	.08¼
Saigon, cases	lb.	.26	.26½
Cassia buds, cases	lb.	.17	.17¾
Cassia fistula, baskets	lb.	.11	.12
Castile soap, white	case.	15.00	—
Castoreum, cans	lb.	15.00	@16.00
Catnep, leaves, bales	lb.	.18	.19
Celery seed, bags	lb.	.17½	.18
Celluloid, scrap, black	lb.	.05	.06
colored, single	lb.	.08	.12
mixed	lb.	.01	.02
transparent	lb.	.20	.25
white, opaque	lb.	.16	—
translucent	lb.	.08	.12
shavings, amber	lb.	.14	.16
colored, mixed	lb.	.05	—
ivory	lb.	.20	.25
white	lb.	.16	.17
Cellulose acetate, bags	lb.	1.20	1.25
Scrap, transparent, bags	lb.	No stocks	
Cerium oxalate, barrels	lb.	.32	.33
Chalk, grinders, powdered, barrels	ton.	12.00	—
precipitated, car lots, extra light, casks	lb.	.03½	.04¼
heavy, casks	lb.	.02	.03½
light, casks	lb.	.03¼	.03¾
Chamomile flowers, Hungarian, genuine, cases	lb.	.21	.22
Roman, bales	lb.	.40	.41
Charcoal, common, barrels	lb.	.05	—
willow, powdered, barrels	lb.	.06	.07
Chestnut extract, clarified, 25 p.c., tannin, barrels	lb.	.02	.02¼
tanks	lb.	.01½	.01¾
powdered, f.o.b. works, barrels	lb.	.04¼	—
China clay, domestic, lump, mines, bulk	ton.	8.00	9.00
powdered, bags	ton.	10.00	@15.00
imported, lump, bulk	ton.	15.00	@25.00
powdered, barrels	lb.	.01¾	.03
Chloral hydrate, drums	lb.	.58	.60
Chloramine, U.S.P., barrels	lb.	1.80	2.50
Chlorine, liquid, car lots, works, cylinders	lb.	.04¼	—
contracts, cylinders	lb.	.04½	—
2,000 lbs. or more, cylinders.	lb.	.07¼	—
less than 2,000 lbs., cylinders	lb.	.06¼	—
tanks, works, prompt	lb.	.03	—
contracts	lb.	.05	—
Chloroform, technical, drums	lb.	.16	.17
U.S.P., drums	lb.	.27	—
resale, drums	lb.	.27	.28
Chloropicrin, commercial, cylinders, works	lb.	1.00	1.35
Chrome acetate, 8 p.c. chrome, barrels	lb.	.04¾	.05¼
Cake, works, bulk	ton	12.50	—
colors (see Green, etc., also Dye).			
Oxide (see Acid, chromic).			
Sulphate, pearl, boxes, cans, fiber drums	lb.	.46	.51
powder, boxes, cans, fiber drums	lb.	.51	.56
scales, boxes, cans, fiber drums	lb.	.53	.60
Chrysarobin, cans	lb.	3.90	4.25
Cinchona bark, quilla, short, bags	lb.	.58	.60
long, cases	lb.	.65	.75
broken, bags	lb.	.22½	.28
chips, bags	lb.	.20	.24
Cinchonidine alkaloid, cans	oz.	.60	.65
Sulphate, cans	oz.	.35	—
Cinchonine alkaloid, cans	oz.	.38	.43
Sulphate, cans	oz.	.25	—
Cinchophen, U.S.P., barrels	lb.	3.75	—
boxes, drums, kegs	lb.	3.80	4.00
Cinnamic alcohol (see Alcohol, cinnamic).			
Aldehyde, f.f.c., bottles	lb.	2.50	3.00
Cinnamon, Ceylon No. 1, bales.	lb.	.48	.49
No. 2, bales	lb.	.45	.46
Citral, 100 p.c., cans	lb.	2.75	4.00
Citrine ointment, jars, tubes	lb.	.67	—
Citronellal, bottles	lb.	2.75	4.00
Citronellol, bottles	lb.	3.50	5.00
Clove, Zanzibar, bales	lb.	.36½	.38
Clover tops, bales	lb.	.10	.15
Coaltar, barrels	bbl.	10.00	@10.50
Colors (see Dye).			
Cobalt acetate, barrels	lb.	.85	.90
Carbonate, barrels	lb.	1.75	1.85
Hydrate, barrels	lb.	2.25	2.30
Linoleate, paste, barrels	lb.	.42	.42½
solid, barrels	lb.	.47	.48
Oxide, black, kegs	lb.	2.10	2.20
Resinate, fused, A, barrels	lb.	.12¾	—
1 p.c., barrels	lb.	.11¾	—
2 p.c., barrels	lb.	.16	.16¼
3 p.c., barrels	lb.	.17	.17½
precipitated, barrels	lb.	.42	.42½
Cocaine hydrochloride, cans	oz.	8.50	8.75
Cochineal, black, bags	lb.	No stocks	
gray, bags	lb.	.95	—
Teneriffe silver, bags	lb.	.95	—
Cocillana bark, bags	lb.	.25	.26
Cocoa butter, bulk, bags	lb.	.30	.31
fingers, cases	lb.	.40	.45
Coculus indicus (see Fish berries).			
Codeine alkaloid, cans	oz.	10.20	@10.25
Hydrochloride, cans	oz.	9.20	9.25
Nitrate, cans	oz.	9.20	9.25
Phosphate, cans	oz.	7.75	7.80
Salicylate, cans	oz.	7.75	7.80
Sulphate, cans	oz.	8.25	8.30
Cohosh root, black, bales	lb.	.08	.09
blue, bales	lb.	.10	.11
Colchicine alkaloid, vials	oz.	20.00	—
Colchicum seed, bags	lb.	.75	.80
Collodion, U.S.P., drums	lb.	.22	.28
flexible, U.S.P., drums	lb.	.24	.25
Colocynth pulp, bales	lb.	.30	.31
Colombo root, bales	lb.	.18	.19
Coltsfoot leaves, bales	lb.	.09½	.10
Condurango bark, bags	lb.	.14½	.15
Conium leaves, bales	lb.	.10½	.11
Copaiba balsam, Para, cans	lb.	.31	.32
S.A., U.S.P., cans	lb.	.33	.34
Copper, electrolytic	lb.	.18	—
Carbonate, barrels	lb.	.19	.25
Chloride, barrels	lb.	.26	.27
Cyanide, technical, barrels	lb.	.50	.55
Iodide, bottles	lb.	6.22	6.27
Oleate, precipitated, barrels	lb.	.28	.28¼
Oxide, black, kegs	lb.	.22½	.28
red, kegs	lb.	.24	.32
Resinate, precipitated, barrels	lb.	.18	.19
Stearate, precipitated, barrels,	lb.	.35	.40
Sulphate (see Blue vitriol).			
Copperas, crystals and granular, car lots, works, bags	ton.	15.00	@16.00
barrels	ton.	17.00	@18.00
bulk	ton.	13.00	@14.00
powdered, barrels	lb.	.03¾	—
Coriander seed, Morocco, bags	lb.	.04	.04½
bleached, bags	lb.	.08	.08½
Russian, bags	lb.	.07½	.08
Corn syrup, 42 deg., barrels,	100 lbs.	3.91	4.16
43 deg., barrels	100 lbs.	3.96	4.21
Cornsilk, bales	lb.	.05½	.06
Corrosive sublimate, fiber drums, kegs	lb.	1.65	1.80
Cottonroot bark, bales	lb.	.13	.14
Coumarin, cans	lb.	3.60	4.00
resale, cans	lb.	3.40	3.50
Cramp bark, genuine, bales	lb.	.35	.40
so-called, bales	lb.	.06½	.07½
Cranesbill root, bales	lb.	.08½	.09
Cream tartar, domestic, barrels,	lb.	.26½	.27
fibre, drums	lb.	.27½	—
kegs	lb.	.27	—
Creosote, U.S.P., bottles	lb.	.40	.42
Carbonate, bottles, carboys	lb.	1.40	1.77
Oil, grade I, works, tanks	gal.	.15	.16
II (coaltar solution), works, tanks	gal.	.13	.14
III, works, tanks	gal.	.13	.14
Cresol, U.S.P., drums	lb.	.14	.17
Crotonaldehyde, technical, car lots, drums	lb.	.32	—
less car lots, drums	lb.	.36	—
Cubeb berries, XX, bags	lb.	.36	.37
powdered, cases, bags	lb.	.40	.41
Cudbear, powdered, boxes	lb.	.19	.25
Culver's root, bales	lb.	.17	.18
Cumin seed, Malta, fair, bags	lb.	.13½	.14
Morocco, bags	lb.	.13¾	.14
Cutch, Borneo, bales	lb.	.08	.08½
Rangoon, boxes	lb.	.14	.16
Extract, Borneo or Philippine, solid, 55 p.c., barrels	lb.	.05	—
Cyanide-chloride mixture, 75 p.c., less car lots, drums,	lb.	.15½	—
granular, drums	lb.	.17½	—

D

Damiana leaves, bales	lb.	.18	.19
Dandelion root, German, bales	lb.	.23	.24
Russian, bales	lb.	.20	.27
Deertongue leaves, bales	lb.	.10	.11
Degras, common, domestic, barrels	lb.	.04½	.05½
works, barrels	lb.	.03½	.04¾
English, barrels	lb.	.05	.06¼
German, barrels	lb.	.03½	.04
neutral, domestic, barrels	lb.	.07¾	.09¼
English, barrels	lb.	.08	.09
German, barrels	lb.	.06¼	.07
Dextrin, British gum, bags	100 lbs.	4.87	5.07
corn, bags	100 lbs.	4.62	4.82
potato, imported, bags	lb.	.08	.09
tapioca, bags	lb.	.06¼	.09
Diamyl ether, works, drums	gal.	4.50	—
small lots	gal.	5.00	—
Phthalate, drums	lb.	.33	—
Diamylene, works, drums	gal.	4.50	—
small lots	gal.	5.00	—
Dianisidin, barrels	lb.	2.70	—
Dibutyl phthalate, drums	lb.	.26½	.37
Diethyl carbonate, 90 p.c., drums	gal.	1.85	1.90
Phthalate, drums	lb.	.25	.29
Tartrate, drums	lb.	.60	—
Diethylanilin, drums	lb.	.60	.65
Diethyleneglycol, car lots, works,	lb.	.10	—
less car lots, drums	lb.	.11	.13
Monoethyl ether, car lots, works, drums	lb.	.15	—
less car lots, works, drums	lb.	.16	.18
Monobutyl ether, works, drums	lb.	.28	.30
Digitalis leaves, bales	lb.	.46	.50
Dill seed, bags	lb.	.07½	.07¾
cleaned, bags	lb.	.07¾	.08¼
Dimethylanilin, drums	lb.	.27	.28
Dinitrobenzene, barrels	lb.	.15¼	.16¾
Dinitrochlorobenzene, barrels	lb.	.13	.14
Dinitronaphthalene, kegs	lb.	.35	.39
Dinitrophenol, barrels	lb.	.30	.34
Dinitrotoluene, drums	lb.	.17	.18
Diorthotoluolguanidin, drums	lb.	.42	.46
Dip oil, 25 p.c., drums	gal.	.26	.30
Diphenyl oxide, bottles	lb.	.90	1.15
Diphenylamine, barrels	lb.	.40	.42
Diphenylguanidin, drums	lb.	.30	.35
Diphenylmethane, bottles	lb.	1.75	2.00
Divi-divi, shipment, bags	ton.	49.00	@50.00
Extract, 25 p.c. tannin, bbls.	lb.	.05	.05¼
Doggrass root, cut, bales	lb.	.10	.11
Dogwood bark, domestic, bales,	lb.	.05	.06
Jamaica, bales	lb.	.09	.10
Dover's powder, U.S.P., cans	lb.	2.45	2.50
Dragon's blood, mass, cases	lb.	.55	.95
reeds, thin, cases	lb.	.90	.95
Duboisine sulphate, vials	oz.	30.00	—
Dye, coaltar:—			
Color Index No.			
10 Naphthol yellow S	lb.	1.35	1.40
20 Chrysoidin Y	lb.	.50	.55
24 Sudan I	lb.	1.00	1.25
27 Orange G	lb.	.60	.75
31 Amido naphthol red G	lb.	.50	.55
36 Chrome yellow 2G	lb.	.65	.70
40 Chrome yellow R	lb.	.50	1.00
53 Victoria violet	lb.	.80	1.00
57 Amido naphthol red 6B	lb.	.35	.40
73 Sudan II	lb.	1.00	1.25
79 Ponceau 2R	lb.	.50	.60
88 Bordeaux B	lb.	.90	.95
138 Metanil yellow	lb.	.70	.80
151 Orange II	lb.	.25	.35
165 Lake red C	lb.	1.15	1.25
176 Fast red A	lb.	.65	.75
179 Azo rubin	lb.	1.00	1.05
180 Fast red VR	lb.	1.50	1.55
189 Lake red R, paste	lb.	.85	.90
189 Lake red R, powdered	lb.	8.00	8.10
202 Chrome blue black U	lb.	.45	.50
204 Chrome black A	lb.	1.75	2.00
208 Fast acid blue R	lb.	.75	2.00
216 Chrome red B	lb.	1.75	2.00
234 Resorcin brown B	lb.	.75	.80
235 Resorcin dark brown	lb.	.75	.80
246 Acid black 10B	lb.	.50	.70
252 Brilliant crocein	lb.	.90	1.00
258 Sudan IV	lb.	1.00	1.25
262 Cloth red 2B	lb.	.60	.80
289 Fast cyanin 6R	lb.	.90	1.00
299 Chrome black F	lb.	.45	.50
307 Fast cyanin black B	lb.	.80	.85
326 Direct fast scarlet	lb.	2.00	2.25
331 Bismarck brown	lb.	.40	.45
332 Bismarck brown 2R	lb.	.40	.45
364 Paper yellow	lb.	.50	.60
365 Chrysophenin G	lb.	.50	.60
382 Direct scarlet B	lb.	2.00	2.10
387 Direct violet B	lb.	1.00	1.20
394 Direct violet N	lb.	1.25	1.30
401 Developed black BHN	lb.	.80	1.00
406 Direct blue 2B	lb.	.25	.30
415 Direct orange R	lb.	.75	.90
419 Direct fast red F	lb.	.75	.85
420 Direct brown M	lb.	1.00	1.15
448 Benzo purpurin 4B	lb.	.35	.50
495 Benzo purpurin 10B	lb.	.50	.75
502 Direct azurin G	lb.	.75	.80
512 Direct blue RW	lb.	.80	1.00
518 Direct pure blue 3B	lb.	1.10	1.25
520 Direct pure blue	lb.	.50	1.00
539 Direct fast black FF	lb.	.75	1.00
581 Direct black EW	lb.	.25	.50
582 Direct black RX	lb.	.35	.45
593 Direct green B	lb.	.75	.90
594 Direct green G	lb.	1.00	1.05
596 Direct brown 3GO	lb.	.35	1.00
620 Direct yellow R	lb.	1.25	1.50
636 Fast light yellow 2G	lb.	3.00	3.25
666 Acid green B	lb.	1.50	1.75
680 Methyl violet	lb.	2.00	2.25
698 Acid violet	lb.	1.00	3.00
793 Phosphin	lb.	1.50	1.65
812 Primulin	lb.	.80	.90
814 Direct fast yellow	lb.	2.00	2.25
865 Nigrosin (water soluble),	lb.	.50	.55
Sulphur black	lb.	.20	.25
Sulphur blue	lb.	.50	1.50
Sulphur brown	lb.	.25	1.00
Sulphur maroon	lb.	.80	1.25
Sulphur olive	lb.	.25	.50
Sulphur tan	lb.	.50	1.00
Sulphur yellow	lb.	.75	2.00
1177 Indigo, 20 p.c. paste	lb.	.15	.18
Benzo fast black L	lb.	.90	1.10
Zambesi blacks	lb.	.75	1.00
Dye, natural (see name of article)			

E

Echinacea root, bales	lb.	.24	.25
Egg yolk, granular, cases	lb.	.69	.71
spray, cases	lb.	.80	.82
Elder flowers, bales	lb.	.35	.45
Elecampane root, bales	lb.	.08	.09
Elm bark, grinding, bales	lb.	.11	.13
powdered, barrels, boxes	lb.	.20	.21
select, bundles, cases	lb.	.50	.75
Emetine hydrochloride, bottles, vials	oz.	35.00	@38.00
resale, bottles, vials	oz.	21.00	@28.00
Ephedra vulgaris, bales	lb.	.11	.12
Epsom salt, domestic, technical, bags, barrels	100 lbs.	1.70	1.90
U.S.P., car lots, bags	100 lbs.	2.15	—
car lots, barrels	100 lbs.	2.25	—
less car lots, bbls.	100 lbs.	2.50	3.00
imported, technical, bags	100 lbs.	1.15	1.20
U.S.P., barrels	100 lbs.	1.95	2.00
Ergot, Russian, Polish, bags	lb.	.55	.60
Spanish, bags	lb.	.65	.80
Ergotin, jars	lb.	12.00	@13.00
Eserine salicylate, bottles, vials	oz.	40.00	—
Sulphate, bottles, vials	oz.	40.00	—
Ether, concentrated, drums	lb.	.17	.18
U.S.P., anesthesia, drums	lb.	.23	.30
U.S.P., 1880, drums	lb.	.23	.30
washed, drums	lb.	.35	.36
Ether, nitrous, carboys, bottles	lb.	.70	.80

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less car lots, drums.....gal.	.95	@	—
tanks .....gal.	.90	@	—
anhydrous, car lots, drums, gal.	1.12	@	—
less car lots, drums.....gal.	1.15	@	—
tanks .....gal.	1.10	@	—
Bromide, pure, bottles.....lb.	.85	@	.95
technical, drums.....lb.	.50	@	.55
Chloride, drums.....lb.	.22	@	.24
Cinnamate, bottles.....lb.	3.50	@	4.50
Iodide, bottles.....lb.	6.35	@	—
Lactate, works, tanks.....lb.	.24½	@	—
car lots, works, drums....lb.	.26	@	—
less car lots, works, drums.. lb.	.26	@	.29
Oxybutyrate, drums, works.lb.	.30½	@	.32½
Ethylbensylanilin, drums.....lb.	.97	@	1.00
Ethylene dibromide, drums...lb.	.70	@	—
Dichloride, drums.....lb.	.08	@	.10
Ethyleneglycol, refined, drums.lb.	.25	@	.30
technical, cans.....gal.	3.60	@	8.75
Monobutyl ether, car lots, works, drums..lb.	.24	@	—
less car lots, works, drums. lb.	.25	@	.27
tanks, works.....lb.	.23	@	—
Monoethyl ether, car lots, works, drums..lb.	.17	@	—
less car lots, works, drums, lb.	.18	@	.20
tanks, works.....lb.	.16	@	—
Monoethyl ether acetate, car lots, works, drums..lb.	.20	@	—
less car lots, works, drums, lb.	.21	@	.23
tanks, works.....lb.	.19	@	—
Ethylidinanilin, drums.....lb.	.60	@	.65
Ethylmethyl ketone, drums..lb.	.80	@	—
Ethylorthoparatoluenesulfonamide, barrels..lb.	.65	@	—
Ethylparatoluenesulphonamide, barrels..lb.	.70	@	—
Eucalyptol, cans.....lb.	1.00	@	1.05
Eucalyptus leaves, bales.....lb.	.09	@	.10
Eugenol, cans.....lb.	3.65	@	4.00
Euphorbia pilulifera, bales....lb.	.10	@	.15

F

Feldspar, powdered, works, bulk. ton.	15.00	@	21.00
Fennel seed, French, bags....lb.	.16	@	.17
German, large, bags.....lb.	.21	@	.22
small, bags.....lb.	.13	@	.14
Fenugreek seed, bags.....lb.	.05¾	@	.06¼
Fir balsam, Canada, cans...gal.	1.10	@	1.25
oregon, barrels.....gal.	1.00	@	1.30
Fish berries, bags.....lb.	.05	@	.06
Fish scrap, dried, 11@12 p.c. ammonia and 15 p.c. bone phosphate, factory, bulk... unit-ton	4.00	&	.10
ground, 11@12 p.c. ammonia, 15 p.c. bone phosphate, f.o.b. Baltimore, bags..ton.	60.00	@	62.00
wet, acidulated, 6 p.c. ammonia, 3 p.c. phosphoric acid, factory, bulk, unit-ton	3.50	&	.50
Flake white, barrels.....lb.	.12½	@	—
Fleaseed, black, bags.....lb.	.20	@	.21
brown, bags.....lb.	.10	@	.10½
Fluorspar, domestic, acid grade, 98 percent, works...ton.	41.00	@	46.00
enameler's, 96 to 98 p.c., bags..ton.	36.00	@	40.00
ground, car lots, bulk, works..ton.	43.50	@	—
No. 1 standard ground, works, bulk..ton.	32.50	@	—
bags .....ton.	36.50	@	—
No. 2, lump, works.....ton.	20.00	@	—
washed, gravel, 85 and 5, bulk, works..ton.	18.00	@	—
ground, bags, works...ton.	31.00	@	31.50
imported, 85 and 5, ground, bulk..ton.	20.40	@	20.65
Formaldehyde, car lots, barrels, works..lb.	.09¼	@	—
less car lots, barrels.....lb.	.09¾	@	.10
Formaldehydeamilin, drums...lb.	.37½	@	.42½
Fringetree bark, bales.....lb.	.21	@	.22
Fuller's earth, domestic, mines, bulk..ton.	15.00	@	20.00
imported, powdered, car lots, bags..ton.	25.00	@	30.00
Furfural, drums.....lb.	.19½	@	—
tanks .....lb.	.16¾	@	—
works, drums.....lb.	.17½	@	—
tanks .....lb.	.15	@	—
Fustic extract, crystals, barrels, lb.	.18	@	.22
liquid, 51 deg., barrels....lb.	.08	@	.10
42 deg., barrels.....lb.	.07	@	.09
solid, drums.....lb.	.14	@	.16
Sticks, shipment.....ton.	25.00	@	26.00

G

G salt, barrels.....lb.	.45	@	.50
Galangal root, bales.....lb.	.12½	@	.13
Gall extract, barrels.....lb.	.18	@	.20
Gambier, common, bags.....lb.	.05½	@	.06
plantation, bags.....lb.	.07½	@	.07¾
Singapore, cube, bags.....lb.	.09½	@	—
Extract, 25 p. c. tannin, bbls..lb.	.08	@	.10
Gasoline, at refinery, Bayonne, U. S. motor, tanks..gal.	.10	@	—
58-60, 437 e.p., navy, export, bulk..gal.	.09	@	—
cases..gal.	.2640	@	—
61-63, export, bulk.....gal.	.10¼	@	—
64-66, export, bulk.....gal.	.10½	@	—
66-68, export, bulk.....gal.	.12½	@	—
California, 56-58, 375 e.p..gal.	.08¼	@	—
Eastern seaboard....gal.	.10	@	—
Gulf Coast, navy, export, bulk..gal.	.08½	@	—
60-62, 390 e.p., export, bulk, gal.	.09¼	@	—
64-66, 375 e.p., export, bulk, gal.	.10	@	—
Louisiana - Arkansas, 58 - 60, 450 e.p...gal.	.09	@	.09¼
58-60, 437 e.p., U.S. motor, gal.	.09¼	@	.09¾
64-66, 375 e.p.....gal	.10	@	.10¼
North Texas, 48-50, 450 e.p. gal.	.08	@	.08¼
50-52, 450 e.p.....gal.	.08	@	.08¼
56-58, 450 e.p.....gal.	.08	@	.08¼
58-60, 437 e.p., 140 i.b.p., U.S. motor..gal.	.09	@	.09¼
60-62, 400 e.p.....gal.	.09¼	@	.09½
64-66, 390 e.p.....gal.	.09¼	@	.09½
64-66, 375 e.p.....gal.	.09¼	@	.09½
68-70, 360 e.p.....gal.	.09½	@	.09¾
68-70, 350 e.p.....gal.	.09½	@	.09¾
grade A, 68-70, 375 e.p..gal.	.07½	@	.08
B, 76-82, 375 e.p.....gal.	.07½	@	.08
C, 86-88, 350 e.p.....gal.	.07¼	@	.07½
Oklahoma, 50-52, 450 e.p...gal.	.08	@	.08¼
56-58, 450 e.p.....gal.	.08	@	.08¾
58-60, 450 e.p.....gal.	.08	@	.08¾
58-60, 437 e.p., 140 i.b.p., U. S. motor..gal.	.08	@	.08¾
60-62, 400 e.p.....gal.	.09	@	.09¼
64-66, 390 e.p.....gal.	.09¼	@	.09½
64-66, 375 e.p.....gal.	.09¼	@	.09½
68-70, 360 e.p.....gal.	.09½	@	.09¾
68-70, 350 e.p.....gal.	.09½	@	.09¾
grade A, 72-78, under 375 e.p..gal.	.07¾	@	.08
AA, 80-87.9, 99 p.c. recovery..gal.	.07¾	@	.08
B, 76-82, 375 e.p.....gal.	.07¼	@	.07½
BB, 84-92, 85 p.c. recovery..gal.	.07¼	@	.07½
C, 80-88, 350 e.p.....gal.	.07¼	@	.07½
Pennsylvania, 52 gravity..gal.	.10	@	.10¼
54 gravity.....gal.	.10	@	.10¼
56 gravity.....gal.	.10	@	.10½
58 gravity.....gal.	.10	@	.10¼
60 gravity.....gal.	.10¾	@	.11
62 gravity.....gal.	.11¼	@	.12

Gasoline, tankwagon and service station prices:—

Tankwagon and service station prices of gasoline include State taxes of 6c. per gallon in South Carolina; 5c. per gallon in North Carolina, New Mexico, Arkansas, Florida, Virginia, Tennessee, Mississippi, Montana and Kentucky; 4c. per gallon in Arizona, Alabama, Colorado, Georgia, Idaho, Indiana, Louisiana, Maine, Nebraska, New Hampshire, West Virginia, Nevada, South Dakota, Maryland, Vermont, Wyoming, Ohio; 3½c. per gallon in Utah; 3c. per gallon in Delaware, Michigan, Minnesota, California, Iowa, Oklahoma, Kansas, Pennsylvania and Oregon; 2c. per gallon in Connecticut, Wisconsin, Rhode Island, New York, New Jersey, Washington, North Dakota, District of Columbia, Missouri, Texas and Massachusetts. Gulfport, Miss., prices include Harrison county privilege tax of 2c. per gallon in addition to the State tax; Florida prices, ¼c. per gallon; Kansas City, St. Louis, St. Joseph and Springfield, Mo., ½c. local tax; Montgomery, Ala., and Pensacola, Fla., 1c. local tax. Outside the Chicago district, in Standard Oil of Indiana territory, the following quantity discounts from the service station price are allowed on monthly sales of gasoline:—2,000 gallons or less, 2c.; more than 2,000 and less than 6,000 gallons, 2½c.; more than 6,000 gallons, 3c. Discounts are allowed each month and are not cumulative. Delivery tickets showing date and quantity delivered must be returned to the seller before the 10th of each month to secure the discount on the previous month's purchase.

C. F. A. territory:—	Per gal. T.W.	Per gal. S.S.
Chicago, Ill.	.16	.17
Cincinnati, Ohio	.19	.20
Cleveland, Ohio	.20	.21
Columbus, Ohio	.20	.21
Davenport, Iowa	.205	.215
Dayton, Ohio	.20	.21
Decatur, Ill.	.162	.172
Detroit, Mich.	.198	.208
East St. Louis, Ill.	.154	.164
Evansville, Ind.	.19	.20
Fort Wayne, Ind.	.194	.204
Grand Rapids, Mich.	.197	.207
Indianapolis, Ind.	.192	.202
Joliet, Ill.	.164	.174
La Crosse, Wis.	.192	.202
Madison, Wis.	.183	.193
Milwaukee, Wis.	.191	.201
New Albany, Ind.	.183	.193
Peoria, Ill.	.162	.17
Saginaw, Mich.	.199	.209
South Bend, Ind.	.194	.204
Toledo, Ohio.	.20	.21
Intermountain territory:—		
Albuquerque, N. M.	.22	.25
Boise, Idaho	.215	.245
Butte, Mont.	.235	.265
Casper, Wyo.	.20	.23
Cheyenne, Wyo.	.21	.24
Clovis, N. M.	.20	.225
Denver, Colo.	.14	.17
Grand Junction, Colo.	.215	.245
Helena, Mont.	.235	.265
Pueblo, Colo.	.16	.19
Salt Lake City, Utah	.22	.25
Twin Falls, Idaho	.245	.275
New England territory:—		
Augusta, Me.	.20	.22
Bennington, Vt.	.19	.21
Boston, Mass.	.18	.20
Bridgeport, Conn.	.17	.18
Burlington, Vt.	.19	.21
Hartford, Conn.	.18	.20
Manchester, N. H.	.20	.22
New Haven, Conn.	.17	.18
New London, Conn.	.20	.22
Portland, Me.	.19	.20
Providence, R. I.	.17	.18
Somerville, Mass.	.18	.20
Springfield, Mass.	.18	.20
Worcester, Mass.	.18	.20
Pacific coast territory:—		
Los Angeles, Cal.	*.185	.245
Phoenix, Ariz.	*.24	.28
Portland, Ore.	*.195	.245
Reno, Nev.	*.24	.30
San Francisco, Cal.	*.185	.255
Seattle, Wash.	*.185	.245
Spokane, Wash.	*.225	.285
Tacoma, Wash.	*.185	.245

* 3c. a gallon dealer discount allowed.

Southeastern territory:—		
Atlanta, Ga.	.21	.23
Augusta, Ga.	.21	.23
Birmingham, Ala.	.18	.20
Charlotte, N. C.	.19	.23
Charleston, S. C.	.20	.24
Columbia, S. C.	.20	.24
Danville, Va.	.19	.23
Hickory, N. C.	.19	.23
Jacksonville, Fla.	.22	.24
Macon, Ga.	.21	.22
Miami, Fla.	.23	.25
Mobile, Ala.	.21	.23
Montgomery, Ala.	.22	.24
Mt. Airy, N. C.	.19	.23
Norfolk, Va.	.19	.23
Pensacola, Fla.	.23	.25
Petersburg, Va.	.19	.23
Raleigh, N. C.	.18	.22
Richmond, Va.	.19	.23
Roanoke, Va.	.19	.23
Salisbury, N. C.	.18	.20
Savannah, Ga.	.20	.22
Tampa, Fla.	.22	.24
Southern territory:—		
Bristol, Tenn.	.20	.23
Charleston, W. Va.	.18	.22
Chattanooga, Tenn.	.195	.235
Clarksdale, Miss.	.21	.23
Covington, Ky.	.20	.21
Gulfport, Miss.	.225	.245
Jackson, Miss.	.20	.22
Keyser, W. Va.	.18	.22
Knoxville, Tenn.	.20	.24
Lexington, Ky.	.20	.22
Louisville, Ky.	.20-.21	.23
Memphis, Tenn.	.18	.22
Nashville, Tenn.	.19	.23
Natchez, Miss.	.205	.225
Parkersburg, W. Va.	.18	.20
Vicksburg, Miss.	.205	.225
Wheeling, W. Va.	.18	.22
Southwestern territory:—		
Alexandria, La.	.16	.19
Austin, Texas.	.15	.19
Baton Rouge, La.	.15	.18
Bartlesville, Okla.	.175	.185
Dallas, Texas.	.16	.20
El Paso, Texas.	.17	.20
Fort Smith, Ark.	.15	.19
Fort Worth, Texas.	.13	.16
Helena, Ark.	.18	.21
Houston, Texas.	.16	.20
Joplin, Mo.	.176	.186
Kansas City, Mo.	.189	.199
Lake Charles, La.	.165	.195
Little Rock, Ark.	.18	.21
Muskogee, Okla.	.15	.17
New Orleans, La.	.165	.195
Oklahoma City, Okla.	.16	.18
San Antonio, Texas.	.13	.17
Springfield, Mo.	.188	.198
St. Joseph, Mo.	.185	.195
St. Louis, Mo.	.179	.180
Shreveport, La.	.17	.215
Texarkana, Ark.	.16	.20
Tulsa, Okla.	.17	.19
Wichita, Kan.	.168	.178

Gasoline, tankwagon and service station prices:—

Trunk line territory:—	Per gal. T.W.	Per gal. S.S.
Albany, N. Y.	.15	.19
Allentown, Pa.	.19	.21
Altoona, Pa.	.19	.21
Annapolis, Md.	.18	.22
Atlantic City, N. J.	.14	.18
Baltimore, Md.	.18	.22
Binghamton, N. Y.	.15	.19
Buffalo, N. Y.	.15	.19
Cumberland, Md.	.18	.22
Dover, Del.	.19	.21
Erie, Pa.	.19	.21
Hagerstown, Md.	.20	.22
Harrisburg, Pa.	.19	.21
Newark, N. J.	.16	.20
New York, N. Y.	.19	.21
Philadelphia, Pa.	.19	.21
Pittsburgh, Pa.	.19	.21
Rochester, N. Y.	.15	.19
Scranton, Pa.	.19	.21
Syracuse, N. Y.	.15	.19
Trenton, N. J.	.16	.20
Utica, N. Y.	.15	.19
Warren, Pa.	.19	.21
Washington, D. C.	.16	.20
Wilkes-Barre, Pa.	.19	.21
Wilmington, Del.	.18	.20
Western trunk line territory:—		
Bismarck, N. D.	.209	.219
Davenport, Ia.	.195	.205
Des Moines, Ia.	.195	.205
Duluth, Minn.	.192	.202
Fargo, N. D.	.209	.219
Huron, S. D.	.213	.215
Keokuk, Iowa	.195	.205
McCook, Neb.	.2175	.2375
Minneapolis, Minn.	.202	.212
Norfolk, Neb.	.2075	.2275
North Platte, Neb.	.2175	.2375
Omaha, Neb.	.2025	.2225
St. Paul, Minn.	.202	.212
Scott's Bluff, Neb.	.2175	.2375
Sioux City, Iowa.	.201	.211
Sioux Falls, S. D.	.211	.239

Gelatin, silver, cases.....lb.	.56	@	.57
Gelsemium root, bales.....lb.	.10	@	.10½
Gentian root, bales.....lb.	.09½	@	.10
ground, barrels, boxes...lb.	.11½	@	.12
powdered, barrels, boxes..lb.	.12½	@	.13½
Geraniol, cans.....lb.	1.35	@	5.00
Geranyl acetate, bottles.....lb.	2.50	@	3.00
Ginger root, African, No. 1, bags, lb.	.15	@	.15¼
Cochin, abc, bags.....lb.	.17½	@	.18
lemon, bags.....lb.	.17½	@	.17¾
Jamaica, fancy, bold, bags.lb.	.28	@	.29
medium, bold, bags.....lb.	.21	@	.22
grinding, dark, bags...lb.	.17	@	.17½
bright, bags.....lb.	.17¾	@	.18¼
Japanese, bags.....lb.	.13	@	.13½
Ginseng root, cultivated, cases.. lb.	8.00	@	12.00
wild, Southern, cases.....lb.	8.50	@	10.00
Fibers, cases.....lb.	3.75	@	4.00
Glauber's salt, domestic, car lots, works, bags..100 lbs.	1.00	@	—
barrels .....100 lbs.	1.10	@	—
less car lots, bags.100 lbs.	1.10	@	1.60
barrels .....100 lbs.	1.25	@	1.70
imported, bags.....100 lbs.	.70	@	.80
anhydrous, domestic, bbls..lb.	.03	@	.03½
imported, barrels.....lb.	.02¼	@	.02¾
Glue:—			
Common, bone, barrels.....lb.	.12½	@	.16
Fish, liquid, barrels.....gal.	1.25	@	2.25
French, barrels.....lb.	.21	@	.26
Hide, cabinet, high grade, barrels..lb.	.25	@	.30
low grade, barrels.....lb.	.16	@	.22
White, extra, barrels.....lb.	.22	@	.29
medium, barrels.....lb.	.21	@	.27
Glycerin, C.P., drums extra..lb.	.14	@	.14½
cans .....lb.	.15½	@	.16
dynamite, drums included..lb.	.11	@	.11¼
saponification, loose, drums..lb.	.08¼	@	.08½
soaplye, loose, drums.....lb.	.07	@	.07½
30 degrees, yellow, drums...lb.	.14	@	.14½
Golden seal root, bales.....lb.	3.40	@	3.50
powdered, boxes.....lb.	3.85	@	3.90
Grains of paradise, bags.....lb.	.50	@	.55
Graphite, amorphous, barrels.lb.	.04	@	.15
flake, barrels.....lb.	.06	@	.30
Gray powder (see Mercury and chalk).			
Grease:—			
House, tierces.....lb.	.06¾	@	.06¾
White, tierces.....lb.	.07	@	.08½
Wool (see Adeps lanae and Degras).			
Yellow, tierces.....lb.	.06¾	@	.06¾
Green:—			
Chrome, C.P., dark, barrels.lb.	.30	@	.33
light, barrels.....lb.	.27	@	.31
medium, barrels.....lb.	.28	@	.31
in japan, cans.....lb.	.48	@	.50
Chrome oxide, domestic, kegs, lb.	.30	@	.32
barrels .....lb.	.27	@	.28½
imported, kegs.....lb.	.34	@	.44
Commercial, barrels.....lb.	.06¼	@	.10
in oil, 25 p.c., cans.....lb.	.27	@	.29
Grinders', barrels.....lb.	.08	@	.10
Jobbers', barrels.....lb.	.06¼	@	.07
Limeproof, kegs.....lb.	.09¼	@	.15
Paris (see P).			
Verdigris (see V).			
(Green dyes are listed under Dye).			
Grindelia, robusta, bales.....lb.	.09	@	.10
Guaiac resin, cases.....lb.	.32	@	.33
strained, cases.....lb.	.70	@	.71
Wood .....lb.	.04	@	.05
Guaiacol, liquid, bottles, demijohns..lb.	1.80	@	1.95
Carbonate, boxes, kegs.....lb.	1.55	@	1.65
Guarana, powdered, cases....lb.	3.00	@	3.50
Gum:—			
Aloe (see A).			
Ammoniac, tears, cases.....lb.	.48	@	.50
Arabic, amber sorts, cleaned, bags..lb.	.19	@	.20
first sorts, bags.....lb.	.28	@	.29
second sorts, bags.....lb.	.25	@	.26
white, bags.....lb.	.25	@	.28
powdered, barrels, kegs..lb.	.23	@	.24
Asafetida (see A).			
Asphaltum (see A).			
Benzoin, Siam, cases.....lb.	1.15	@	1.50
Sumatra, cases.....lb.	.35	@	.37
Camphor (see C).			
Chicle, in bond, bags.....lb.	.58	@	.60
Copal, Congo, dark amber, bags..lb.	.07¾	@	.08
sorts, bags.....lb.	.06	@	.06¼
water white, bags.....lb.	.37	@	.45
East Indian, pale, bold, cases, lb.	.20	@	.21
nubs, bags.....lb.	.16	@	.16½
chips, bags.....lb.	.06½	@	.07
black, bold, scraped, bags, lb.	.07¼	@	.07¾
unscraped, bags.....lb.	.05¾	@	—
nubs and chips, bags...lb.	.04	@	.04½
Manila, bright amber, cases, lb.	.16	@	.16¼
dark, hard, cases.....lb.	.16½	@	.17
pale, chips, bags.....lb.	.11¼	@	.11½
nubs, bags.....lb.	.15¼	@	.15½
standard, sorts, bags..lb.	.08¼	@	.09¼
Pontianak, genuine, selected bold, cases..lb.	.18	@	.18½
chips, small, bags.....lb.	.13½	@	.13¾
split, bags.....lb.	.17	@	.17½
nubs, No. 1, bags.....lb.	.15	@	.15½
mixed, cases.....lb.	.12½	@	.13
Dammar, Batavia, cases....lb.	.23	@	.23¼
seeds, cases.....lb.	.15¾	@	.16
Singapore, No. 1, cases....lb.	.27	@	.28
No. 2, cases.....lb.	.21	@	.21½
No. 3, bags.....lb.	.11¼	@	.12
Elemi, No. 1, cans.....lb.	.13½	@	.14
No. 2, cans.....lb.	.12½	@	.13
No. 3, cans.....lb.	.10¼	@	.11

Gum:—			
Ester, dark, barrels.....lb.	.08¼	@	.08½
light, barrels.....lb.	.08¾	@	.09
Euphorbium, cases.....lb.	.15	@	.16
Galbanum, cans.....lb.	1.05	@	1.15
Gamboge, mass or pipe, cases, lb.	1.05	@	1.10
powdered, barrels.....lb.	1.15	@	1.20
Ghatti, soluble, bags.....lb.	.17	@	.19
superior, bags.....lb.	.10	@	.11
Guaiac (see G)			
Karaya, powdered, barrels, boxes, drums..lb.	.12	@	.30
Kauri, bright, dust, cases...lb.	.16	@	.17
brown, BX, cases.....lb.	.48	@	.50
B 1, cases.....lb.	.32	@	.35
B 2, cases.....lb.	.21	@	.24
B 3, cases.....lb.	.15½	@	.17
chips, extra, cases.....lb.	.22	@	.24
ordinary, cases .....lb.	.10½	@	.12
dust, cases.....lb.	.06	@	.10
pale, fine, cases.....lb.	.75	@	1.50
No. 1, cases.....lb.	.48	@	.55
No. 2, cases.....lb.	.30	@	.35
No. 3, cases.....lb.	.14	@	.17
dust, cases.....lb.	.07	@	.08
white, chips, ordinary, cases, lb.	.19	@	.23
dust, ordinary, cases.....lb.	.11½	@	.14
Kino, tins.....lb.	.55	@	.60
Mastic, cases.....lb.	.60	@	.62
Myrrh, cases.....lb.	.35	@	.86
Olibanum, siftings, cases....lb.	.12	@	.12½
tears, cases.....lb.	.17	@	.28
Opium (see O)			
Paracoumarone (see P)			
Rosin (see R)			
Sandarac, casks.....lb.	.69½	@	.70
Scammony, cases.....lb.	1.20	@	1.35
Senegal, picked, bags.....lb.	.28	@	.29
sorts, bags.....lb.	.19	@	.20
Storax (see S)			
Thus, barrels.....bbl.	16.50	@	—
strained, barrels.....bbl.	16.50	@	—
Tragacanth, Aleppo—			
No. 1, cases.....lb.	1.28	@	1.40
No. 2, cases.....lb.	1.23	@	1.35
No. 3, cases.....lb.	1.00	@	1.25
No. 4, cases.....lb.	.90	@	1.00
No. 5, bags.....lb.	.80	@	.90
No. 6, bags.....lb.	.60	@	.70
sorts, bags.....lb.	.50	@	—
Turkish, No. 1, cases.....lb.	1.00		Nom.
No. 2, cases.....lb.	.70	@	.75
No. 3, bags.....lb.	.50	@	.55
No. 4, bags.....lb.	.35	@	.40

H

Heliotropin, crystals, cans....lb.	2.00	@	5.00
Hellebore root, white, powdered, barrels..lb.	.11	@	.12
Hematine, crystals, barrels...lb.	.14	@	.18
Hemlock extract, 25 p.c. tannin, barrels..lb.	.03¾	@	.04¼
Hempseed, Manchurian, bags..lb.	.04	@	.04½
Henbane leaves, bales.....lb.	.18	@	.20
Henna leaves, bales.....lb.	.11	@	.12
powdered, barrels, boxes..lb.	.14	@	.15
Hexalin, drums.....lb.	.60	@	—
Hexamethylenetetramine, drums, lb.	.48	@	.50
Homatropine hydrobromide, bottles, vials..oz.	13.50	@	14.50
Hoofmeal, f.o.b. Chicago, unit-ton	3.50	@	—
imported, to arrive.....unit-ton	3.75	@	—
Hops, bales.....lb.	.25	@	.26
Horehound, bales.....lb.	.08	@	.09
Hydrangea root, bales.....lb.	.08	@	.09
Hydrastine, alkaloid, vials...oz.	20.50	@	21.00
resale, vials.....oz.	19.00	@	20.00
Hydrochloride, vials.....oz.	20.50	@	21.00
Sulphate, vials.....oz.	23.00	@	—
Hydrastis (see Golden seal).			
Hydrogen peroxide, barrels...lb.	.04	@	—
bottles .....gross	7.75	@	18.50
Hydroquinone, kegs.....lb.	1.25	@	1.30
Hyoscine hydrobromide, vials.oz.	35.00	@	55.00
Hyoscyamine alkaloid, vials..oz.	25.00	@	—
Hydrobromide, vials.....oz.	25.00	@	—
Sulphate, vials.....oz.	25.00	@	—
Hypernic, solid, drums.....lb.	.17	@	.20
liquid, 51 deg., barrels.....lb.	.11	@	.15

I

Iceland moss, bales.....lb.	.10	@	.12
Ichthyol, bottles.....lb.	4.00	@	4.25
Indian red (see Red, Indian).			
Indigo, Madras, barrels.....lb.	1.25	@	1.29
synthetic, liquid, barrels....lb.	.12	@	—
Indol, C.P., bottles.....lb.	2.60	@	9.50
Infusorial earth, white, bags.. ton.	35.00	@	—
Insect flowers (see Pyrethrum).			
Iodine, resublimed, kegs.....lb.	4.65	@	4.70
Iodoform, kegs.....lb.	6.00	@	6.05
Ionone, bottles.....lb.	5.00	@	14.00
Ipecac root, Cartagena, bags..lb.	2.80	@	2.90
powdered, boxes.....lb.	3.20	@	3.25
Rio, bags.....lb.	2.80	@	2.90
powdered, boxes.....lb.	3.20	@	3.25
Irish moss, ordinary, bales...lb.	.07	@	.08
bleached, prime, bales....lb.	.13½	@	.15
Iron chloride, crystals, technical, barrels..lb.	.04½	@	.07
U.S.P., barrels.....lb.	.06	@	.08
solution, U.S.P., carboys..lb.	.05½	@	.07
Citrate, U.S.P. VIII, cans..lb.	.94	@	.99
Hyposulphite, cans.....lb.	1.60	@	1.65
Iodide, bottles.....lb.	4.30	@	4.40
syrup, demijohns.....lb.	.35	@	.65
Nitrate, commercial, kegs..lb.	.02¾	@	.03
true, kegs.....lb.	.09	@	.09½
Oxalate, powdered, kegs....lb.	.52	@	.53
scales, cans.....lb.	.90	@	.91
Oxide (see Black, Red, etc.).			
Phosphate, ferric, cans.....lb.	.55	@	.60
ferrous, cans.....lb.	.29	@	.34
Pyrophosphate, cans.....lb.	.74	@	—
Reduced, 90 percent, cases..lb.	.65	@	.75
Sulphate, technical (see Copperas).			
U.S.P. crystals, barrels...lb.	.04½	@	.05
Iron - ammonia citrate, brown scales, cans..lb.	.67	@	—
green scales, cans.....lb.	.62	@	.63
Oxalate, barrels, kegs.....lb.	.28½	@	.30
Iron-potash oxalate, kegs.....lb.	.45	@	.46
Iron-soda oxalate, barrels, kegs. lb.	.28½	@	.36
Isinglass, Russian, cases.....lb.	4.75	@	5.00
Isoeugenol, bottles.....lb.	4.75	@	5.00
Isopentane, works, drums..gal.	2.50	@	—
small lots.....gal.	3.00	@	—

J

Jaborandi leaves, bales.....lb.	.11	@	.12
Jalap root, bales.....lb.	.23	@	.24
powdered, barrels, boxes..lb.	.28	@	.29
Juniper berries, bags.....lb.	.07	@	.07½

K

Kamala, tins.....lb.	1.30	@	1.45
Kava kava root, bales.....lb.	.14½	@	.15
Kerosene, at refinery, Bayonne, S.W. export, bulk..gal.	.08	@	—
cases .....gal.	.1765	@	—
W.W., bulk.....gal.	.08¾	@	—
export, bulk.....gal.	.09¾	@	—
cases .....gal.	.1800	@	—
Gulf ports, export, prime white, bulk..gal.	.07¾	@	—
water white, bulk.....gal.	.08¾	@	—
Louisiana - Arkansas, 41 - 43 water white..gal.	.06½	@	.06¾
North Texas, 41-43 water white..gal.	.05¾	@	.06
42-44 water white.....gal.	.06½	@	.06¾

RED-LEAD

Dry . . . and in Oil

We manufacture red-lead for all purposes and guarantee our product to be of specified fineness, purity and color.

Painters' red-lead, varnish-makers' red-lead, color-makers' red-lead, battery red-lead, glass-makers' red-lead—these oxides can be had from us, as well as litharge and orange mineral.

These products are maintained at their high standard of purity and fineness through constant laboratory testing and strict manufacturing supervision. The established reputation of National Lead Company guarantees their quality.

For prices and sample, write our nearest branch.

NATIONAL LEAD COMPANY

New York, 111 Broadway
Buffalo, 116 Oak Street — Chicago, 900 West 18th Street
Cincinnati, 659 Freeman Ave. — Cleveland, 820 West Superior Ave.
St. Louis, 722 Chestnut St. — San Francisco, 235 Montgomery St.
Boston, National-Boston Lead Co. — 800 Albany Street
Pittsburgh, National Lead & Oil Co. of Pa., — 316 Fourth Avenue
Philadelphia, John T. Lewis & Bros. Co., — Widener Building

Kerosene, at refinery, Oklahoma,
41-43, water white.....gal. .05¾@ .06¼
42-44, water white.....gal. .06½@ .06¾
Pennsylvania, 45 water white, gal. .07 @ .07½
46 water white.....gal. .07¾@ .07½
47 water white.....gal. .07¾@ .08

Tankwagon prices per gallon:—
C. F. A territory:—
Chicago, Ill. .13
Cincinnati, Ohio .13 @ —
Cleveland, Ohio .13 @ —
Columbus, Ohio .13 @ —
Davenport, Iowa .133 @ —
Dayton, Ohio .13 @ —
Decatur, Ill. .131 @ —
Detroit, Mich. .147 @ —
East St. Louis, Ill. .122 @ —
Evansville, Ind. .14 @ —
Fort Wayne, Ind. .144 @ —
Grand Rapids, Mich. .146 @ —
Indianapolis, Ind. .142 @ —
Joliet, Ill. .133 @ —
La Crosse, Wis. .14 @ —
Madison, Wis. .131 @ —
Milwaukee, Wis. .129 @ —
New Albany, Ind. .133 @ —
Peoria, Ill. .131 @ —
Saginaw, Mich. .148 @ —
South Bend, Ind. .144 @ —
Toledo, Ohio. .13 @ —

Intermountain territory:—
Albuquerque, N. M. .17 @ —
Boise, Idaho .19 @ —
Butte, Mont. .19 @ —
Casper, Wyo. .13 @ —
Cheyenne, Wyo. .145 @ —
Clovis, N. M. .11 @ —
Denver, Colo. .145 @ —
Grand Junction, Colo. .18 @ —
Helena, Mont. .19 @ —
Pueblo, Colo. .145 @ —
Salt Lake City, Utah .17 @ —
Twin Falls, Idaho .19 @ —

New England territory:—
Augusta, Me. .15 @ —
Bennington, Vt. .15 @ —
Boston, Mass. .15 @ —
Bridgeport, Conn. .15 @ —
Burlington, Vt. .15 @ —
Hartford, Conn. .15 @ —
Manchester, N. H. .15 @ —
New Haven, Conn. .15 @ —
New London, Conn. .15 @ —
Portland, Me. .15 @ —
Providence, R. I. .15 @ —
Somerville, Mass. .15 @ —
Springfield, Mass. .15 @ —
Worcester, Mass. .15 @ —

Pacific Coast territory:—
Los Angeles, Cal. .155 @ —
Phoenix, Ariz. .205 @ —
Portland, Ore. .165 @ —
Reno, Nev. .19 @ —
San Francisco, Cal. .155 @ —
Seattle, Wash. .165 @ —
Spokane, Wash. .205 @ —
Tacoma, Wash. .165 @ —

Southeastern territory:—
Atlanta, Ga. .165 @ —
Augusta, Ga. .155 @ —
Birmingham, Ala. .13 @ —
Charlotte, N. C. .13 @ —
Charleston, S. C. .13 @ —
Columbia, S. C. .13 @ —
Danville, Va. .13 @ —
Hickory, N. C. .13 @ —
Jacksonville, Fla. .145 @ —
Macon, Ga. .165 @ —
Miami, Fla. .165 @ —
Mobile, Ala. .15 @ —
Montgomery, Ala. .165 @ —
Mt. Airy, N. C. .13 @ —
Norfolk, Va. .13 @ —
Pensacola, Fla. .145 @ —
Petersburg, Va. .13 @ —
Raleigh, N. C. .13 @ —
Richmond, Va. .13 @ —
Roanoke, Va. .13 @ —
Salisbury, N. C. .13 @ —
Savannah, Ga. .155 @ —
Tampa, Fla. .145 @ —
Georgia prices include tax of 1 cent per gallon; Alabama, ½ cent per gallon; Florida, ½ cent per gallon.

Southern territory:—
Bristol, Tenn. .14 @ —
Charleston, W. Va. .13 @ —
Chattanooga, Tenn. .16 @ —
Clarksdale, Miss. .125 @ —
Covington, Ky. .155 @ —
Gulfport, Miss. .14 @ —
Jackson, Miss. .13 @ —
Keyser, W. Va. .13 @ —
Knoxville, Tenn. .16 @ —
Lexington, Ky. .155 @ —
Louisville, Ky. .15 @ —
Memphis, Tenn. .125 @ —
Nashville, Tenn. .16 @ —
Natchez, Miss. .14 @ —
Parkersburg, W. Va. .13 @ —
Vicksburg, Miss. .14 @ —
Wheeling, W. Va. .13 @ —

Southwestern territory:—
Alexandria, La. .16 @ —
Baton Rouge, La. .145 @ —
Bartlesville, Okla. .115 @ —
Dallas, Texas. .12 @ —
El Paso, Texas. .16 @ —
Fort Smith, Ark. .13 @ —
Fort Worth, Texas. .12 @ —
Helena, Ark. .14 @ —
Houston, Texas. .13 @ —
Joplin, Mo. .123 @ —
Kansas City, Mo. .116 @ —
Lake Charles, La. .16 @ —
Little Rock, Ark. .13 @ —
Muskogee, Okla. .12 @ —
New Orleans, La. .16 @ —
Oklahoma City, Okla. .12 @ —
San Antonio, Texas. .11 @ —
Springfield, Mo. .125 @ —
St. Joseph, Mo. .122 @ —
St. Louis, Mo. .123 @ —
Shreveport, La. .15 @ —
Texarkana, Ark. .13 @ —
Tulsa, Okla. .10 @ —
Wichita, Kan. .118 @ —

Trunk line territory:—
Albany, N. Y. .15 @ —
Allentown, Pa. .14 @ —
Altoona, Pa. .14 @ —
Annapolis, Md. .13 @ —
Atlantic City, N. J. .13 @ —
Baltimore, Md. .12 @ —
Binghamton, N. Y. .15 @ —
Buffalo, N. Y. .14 @ —
Cumberland, Md. .13 @ —
Dover, Del. .14 @ —
Erie, Pa. .14 @ —
Hagerstown, Md. .13 @ —
Harrisburg, Pa. .14 @ —
Newark, N. J. .13 @ —
New York, N. Y. .15 @ —
Philadelphia, Pa. .14 @ —
Pittsburgh, Pa. .14 @ —
Rochester, N. Y. .13 @ —
Scranton, Pa. .14 @ —
Syracuse, N. Y. .12 @ —
Trenton, N. J. .13 @ —
Utica, N. Y. .14 @ —
Warren, Pa. .14 @ —
Washington, D. C. .12 @ —
Wilkes-Barre, Pa. .14 @ —
Wilmington, Del. .14 @ —

Western trunk line territory:—
Des Moines, Iowa .133 @ —
Duluth, Minn. .139 @ —
Fargo, N. D. .159 @ —
Huron, S. D. .147 @ —
Keokuk, Iowa .133 @ —

Kerosene, tankwagon prices per gallon:—
Western trunk line territory:—
Lincoln, Neb. .1325@ —
McCook, Neb. .1475@ —
Minneapolis, Minn. .139 @ —
Norfolk, Neb. .1375@ —
North Platte, Neb. .145 @ —
Omaha, Neb. .1325@ —
Pierre, S. D. .134 @ —
St. Paul, Minn. .139 @ —
Scott's Bluff, Neb. .1425@ —
Sioux City, Iowa .129 @ —
Sioux Falls, S. D. .144 @ —
Kola nuts, bags .lb. .14 @ .15

L

Lady slipper root, bales .lb. .95 @ 1.00
Lanolin (see Adeps lanae)
Lard, city, tierces .100 lbs. 11.75 @ —
compound, tierces .100 lbs. 11.25 @ 11.50
Middle Western, tierces .100 lbs. 12.10 @ —
neutral, tierces .100 lbs. 13.25 Nom.
prime Western, tierces 100 lbs. 12.20 @ —
Larkspur seed, bags .lb. .39 @ .40
Laurel berries, bales .lb. .08 @ .09
leaves, Greek, bales .lb. .05¾@ .06¼
Italian, bales .lb. .06 @ .06½
Lavender flowers, ordinary, bales lb. .25 @ .30
select, bales .lb. .40 @ .44
Lead (see daily quotations in market report).
Acetate, brown, broken, barrels .lb. .13 @ .13½
white, broken, barrels .lb. .14½@ .15
crystals, barrels .lb. .14 @ .14½
granular, barrels .lb. .14½@ .15
powdered, barrels .lb. .14¾@ .15¼
Arsenate, powdered, drums .lb. .13 @ .13½
Carbonate (see Lead, white).
Iodide, jars .lb. 3.20 @ —
Linoleate, solid, barrels .lb. .26 @ .26½
Nitrate, barrels .lb. .13½@ .17
Red, dry, casks .lb. .10½@ —
100-lb. kegs, less than 500 lbs. .lb. .13¾@ —
500 to 2,000 lbs. .lb. .1240@ —
2,000 to 10,000 lbs. .lb. .1191@ —
10,000 to 30,000 lbs. .lb. .1148@ —
car lots, minimum 15 tons. lb. .1118@ —
in oil, steel kegs, less than 500 lbs. .lb. .15¼@ —
500 lbs. .lb. .1375@ —
2,000 to 10,000 lbs. .lb. .1321@ —
10,000 to 30,000 lbs. .lb. .1273@ —
car lots, minimum 15 tons. .lb. .1240@ —
Resinate, precipitated, barrels, lb. .18 @ .18½
fused, barrels .lb. .09 @ .10
Sulphate, barrels, works .lb. .08½@ —
(See also Lead, white).
White, basic carbonate, American, dry, casks .lb. .09 @ —
basic sulphate, dry, casks .lb. .08½@ —
in oil, 100-lb. kegs, less than 500 lbs. .lb. .13¾@ —
500 to 2,000 lbs. .lb. .1240@ —
2,000 to 10,000 lbs. .lb. .1191@ —
10,000 to 30,000 lbs. .lb. .1148@ —
car lots, minimum 15 tons. .lb. .1118@ —
Lemon peel, bales .lb. .09½@ .11
Licorice extract, mass, cases .lb. .19½@ .26
powdered, barrels .lb. .29 @ .40
Root, bales .lb. .06 @ .08
powdered, barrels, boxes .lb. .09 @ .10
selected, cases .lb. .13 @ .16
Lime, lump, works, barrels .bbl. 1.70 @ 2.20
bulk .ton 8.50 @ 9.00
Chlorinated (see Bleaching powder).
Lime salts (See Calcium)
Lime-sulphur solution, barrels, gal. .15 @ .15½
Lime-urea, 34 p.c. nitrogen, 41 p.c. ammonia, gross for net, Northern ports, bags .ton. 87.25 @ —
Southern ports, bags .ton. 88.00 @ —
Linalol, cans .lb. 3.00 @ 5.00
Linalyl acetate, bottles .lb. 3.50 @ 7.25
Linden flowers, with leaves, bales .lb. .24 @ .25
without leaves, bales .lb. .29 @ .30
Linseed cake, bags .ton. 42.50 @ —
Meal, bags .ton. 50.00 @ —
Litharge, assayer's casks .lb. .09 @ —
commercial, powdered, casks, lb. .09½@ —
steel kegs, less than 500 lbs. .lb. .1375@ —
500 to 2,000 lbs. .lb. .1240@ —
2,000 to 10,000 lbs. .lb. .1191@ —
10,000 to 30,000 lbs. .lb. .1148@ —
car lots, minimum 15 tons. .lb. .1118@ —
Lithium bromide, jars .lb. 1.85 @ 1.90
Carbonate, barrels .lb. 1.50 @ 1.60
Citrate, barrels .lb. 1.70 @ 1.80
Iodide, bottles, jars .lb. 5.40 @ —
Lithopone, domestic, car lots, bags .lb. .05¼@ —
barrels .lb. .05½@ —
less car lots, bags .lb. .05½@ —
barrels .lb. .05¾@ —
Imported, ex dock, barrels .lb. .05¼@ .05½
ex warehouse, barrels .lb. .05¾@ .06
Liverwort, leaves, bales .lb. .17½@ .18
Lobelia, bales .lb. .13 @ .14
Seed, bags .lb. .45 @ .50
Logwood extract, crystals, barrels .lb. .14 @ .18
liquid, 51 deg., barrels .lb. .07 @ .08¼
solid, boxes .lb. .12 @ .14
Sticks, Haitian, shipment .ton. 24.00 @25.00
Lovage root, domestic, bales .lb. .35 @ .40
Imported, bales .lb. .325 @ .36
Lupulin, N. F., tins .lb. 1.50 @ 1.60
Lycopodium, cases .lb. .70 @ .72

M

Mace, Banda, bags .lb. .95 @ .96
Batavia, No. 2, cases .lb. .60 @ .61
Penang, No. 2, cases .lb. .90 @ .92
Madder, Dutch, bags .lb. .22 @ .25
Magnesia carbonate, technical, bags .lb. .06 @ .07
barrels .lb. .07 @ .08
U.S.P., barrels .lb. .08 @ .09
Calcined, U.S.P., barrels .lb. .45 @ .60
Chloride, flake, domestic, works, barrels .ton. 36.00 @37.00
imported, barrels .ton. 31.75 @33.50
Hypophosphite, cans .lb. 1.15 @ 1.20
Peroxide, drums .lb. 1.00 @ 1.50
Silicate (see Talc).
Silicofluoride, barrels .lb. .09¾@ .10¼
Sulphate (see Epsom salt).
Magnesite, calcined, barrels .ton. 50.00 @60.00
Malva flowers, black, bales .lb. .45 @ .50
blue, bales .lb. .45 @ .50
Leaves, bales .lb. .13 @ .14
Manaca, root, bales .lb. .24 @ .25
Mandrake root, bales .lb. .11 @ .12
Manganese borate, high grade, barrels .lb. .19 @ —
technical, barrels .lb. .15 @ .16
Chloride, barrels .lb. .08 @ .09
Dioxide, technical, drums .lb. .04½@ .06
85 p.c., barrels .lb. .04 @ .04½
U.S.P., precipitated, kegs .lb. .40 @ .50
Glycerophosphate, barrels, cans lb. 2.90 @ 3.10
Iodide, bottles, jars .lb. 6.40 @ —
Linoleate, barrels .lb. .21 @ .21½
Manganese ore, powdered or granulated, 75@80 p.c., barrels .lb. .03 @ .03½
80@85 p.c., barrels .lb. .04 @ .04½
85@88 p.c., barrels .lb. .05 @ .05½
Oxide (see Manganese dioxide).
Peroxide (see Manganese dioxide).
Manganese resinate, fused, barrels .lb. .08½@ .08¾
precipitated, barrels .lb. .13¼@ .14½
Sulphate, works, barrels .lb. .08 @ .08½
anhydrous, barrels .lb. .09¼@ .09¾
Mangrove bark, African, shipment, bags .ton. 29.00 @30.00
Extract, 55 p.c., barrels .lb. .06 @ —
Manna flakes, large, cases .lb. .73 @ .74
small, cases .lb. .46 @ .47
Marble flour, bags .ton. 14.00 @15.00
Marjoram, French No. 1, bales, lb. .16¾@ .16¾
German, bales .lb. .22 @ .23
Matico leaves, bales .lb. .28 @ .30
Menthol, imported, cases .lb. 5.00 @ 5.25
synthetic, tins .lb. 3.00 @ 3.75
Mercurial mass (see Blue Mass).
Ointment, 30 p.c., cans .lb. .91 @ —
33⅓ p.c., cans .lb. .94 @ —
50 p.c., cans .lb. 1.28 @ —
Mercury (see Quicksilver).
Ammoniated (see White precipitate).
Bichloride (see Corrosive sublimate).
Bisulphate, kegs .lb. 1.63 @ —
Chloride (see Calomel).
Iodide, green, jars, kegs .lb. 4.80 @ 4.96
red, jars, kegs .lb. 4.80 @ 5.05
yellow, jars, kegs .lb. 4.80 @ 4.96
Nitrate ointment (see Citrine ointment).
Oxide, black, fiber drums, kegs lb. 3.95 @ 4.20
red (see Red precipitate).
yellow, technical, domestic, barrels .lb. 2.11 @ —
U.S.P., drums, kegs .lb. 2.57 @ 2.72
Mercury and chalk, fiber drums, kegs .lb. .92 @ —
Metal leaf (in packages of 20 books—500 leaves):—
Aluminum, 6¼x5½ in. .pkg. 1.40 @ 1.50
Composition, 5½x5½ in. .pkg. 1.50 @ 1.60
Gold, XX deep, 3⅜x3⅜ in. .pkg. 10.50 @11.50
Imported .pkg. 10.25 @10.50
3⅜x3⅜ in. .pkg. 11.50 @13.00
4 x4 in. .pkg. 14.50 @14.70
3⅝x5½ in. .pkg. 17.50 @18.50
3⅞x5½ in. .pkg. 18.25 @19.20
Silver, 3⅜x3⅜ in. .pkg. 2.25 @ 2.75
4x4 in. .pkg. 3.00 @ —
Metallic pigment (see Brown and Red).
Metanitroaniliin, kegs .lb. .70 @ .72
Metanitroparatoluidin, barrels .lb. 1.50 @ 1.55
Metaphenylenediamine, kegs .lb. .84 @ —
Metatoluylenediamine, kegs .lb. .70 @ —
Methanol, crude, delivered, tanks .gal. .40 @ —
denaturing grade, tanks .gal. .65 @ .70
95 p.c., barrels .gal. .94 @ —
drums .gal. .58 @ —
tanks .gal. .55 @ —
97 p.c., barrels .gal. .66 @ —
drums .gal. .60 @ —
tanks .gal. .57 @ —
purified, barrels .gal. .69 @ —
drums .gal. .63 @ —
tanks .gal. .60 @ —
synthetic, car lots, drums .gal. .63 @ —
less car lots, drums .gal. .68 @ —
tanks, w orks, frt. alld .gal. .60 @ —
Methyl acetate, domestic, drums, gal. .85 @ .95
imported, drums .gal. .85 @ .95
Acetone, drums .gal. .83 @ .85
tanks .gal. .80 @ —
Anthranilate, bottles .lb. 2.25 @ 2.40
Benzoate, bottles .lb. 1.85 @ 2.25
Chloride, cylinders .lb. .45 @ —
Cinnamate, bottles .lb. 3.50 @ 5.00
Salicylate, drums .lb. .40 @ .43
tins .lb. .42 @ .45
resale, tins .lb. .40 @ .41
Methylanthraquinone, kegs .lb. .85 @ .95
Methylheptenone, bottles .lb. 9.00 @10.00
Methylheptin carbonate, bottles, lb. 20.00 @26.00
Methylene blue, medicinal, kegs, lb. 2.00 @ 2.25
Mica, dry ground, works, bags, ton. 65.00 @80.00
wet ground, works, bags .ton. 110.00 @115.00
Michler's ketone, kegs .lb. 3.00 @ 3.50
Milk powder, skimmed, barrels, lb. .10 @ .12
unskimmed, barrels .lb. .26 @ .28
Millet seed, bags .lb. .03¾@ .04¼
hulled, bags .lb. .06¾@ .07½
Mineral thinner (see Petroleum spirits and V.M.P. naphtha).
Monochlorbenzene, drums .lb. .10 @ .10¼
Monoethylanilin, drums .lb. 1.05 @ 1.08
Monoethylortholuidin, drums, lb. .70 @ .75
Monomethyl para-aminosulphate, drums .lb. 3.75 @ 4.00
Morphine acetate, bottles, vials, oz. 7.75 @ 7.80
Alkaloid, cans .oz. 8.65 @ 9.70
Ethylhydrochloride, vials .oz. 9.25 @ 9.30
Hydrobromide, cans .oz. 7.75 @ 7.80
Hydrochloride, cans .oz. 7.75 @ 7.80
Sulphate, cans .oz. 7.75 @ 7.80
Mullein flowers, cans .lb. 1.70 @ 1.80
Leaves, bales .lb. .07 @ .09
Musk, natural, Cabardine, grained, bottles .oz. No stocks
pods, bottles .oz. 20.00 @22.00
Tonquin, grained, bottles .oz. 28.00 @30.00
pods, bottles .oz. 20.00 @21.00
synthetic, ambrette, cans .lb. 6.00 @ 6.75
ketone, cans .lb. 7.25 & 8.30
xylol, 100 p.c., cans .lb. 2.15 @ 2.75
Musk root, bales .lb. .08½@ .09
Mustard seed, Bari, brown, bags, Californian, brown, bags .lb. .11 @ .11¼
Dutch, yellow, bags .lb. .07¾@ .07¾
English, yellow, bags .lb. .08¼@ .08¼
Roumanian, yellow, bags .lb. .08¼@ .09¾
Sicilian, brown, bags .lb. .11 @ .11¼
Myrobalans, J1, shipment, bags. J2, shipment, bags .ton. 28.00 @28.50
Extract, liquid, 25 p.c., barrels, lb. .03¾@ .04¼
powdered, 53 p.c., barrels .lb. .05 @ .05½

N

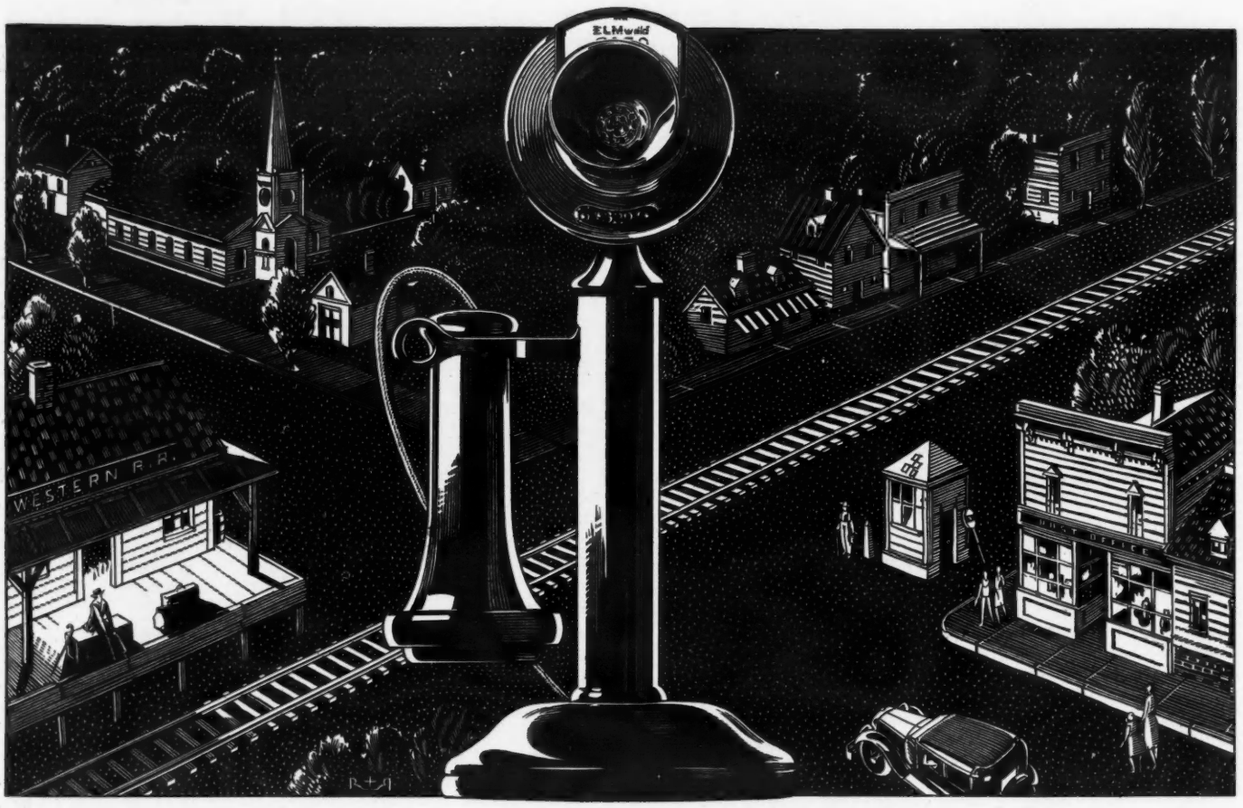
Naphtha (see Gasoline).
painters' (see Petroleum spirits and V.M.P. naphtha).
solvent (see 8).
Naphthalene, ball, barrels .lb. .05¼@ .06½
crude, bags .lb. .02¼@ .02½
dyestuff, bags .lb. .04¾@ .05¼
flake, barrels .lb. .04½@ .05½
Nerolin, crystals, cans .lb. 1.40 @ 2.65
Nickel chloride, barrels .lb. .20 @ —
kegs .lb. .21¼@ —
Oxide, barrels .lb. .38 @ .40
Salt, double, barrels .lb. .13 @ .17
single, barrels .lb. .13 @ .17
Nicotine, 95 p.c., tins .lb. 5.25 @ —
Sulphate, tins .10 lbs. 9.85 @ —
Niter cake, works, bulk .ton. 14.00 @ —
barrels .ton. 23.00 @25.00
Nitrobenzene, double distilled, tanks .lb. .09 @ —
car lots, drums .lb. .09¼@ —
less car lots, drums .lb. .11 @ —
prompt shipment, drums .lb. .09¼@ .11
semi-refined, tanks .lb. .06¾@ —
car lots, drums .lb. .09 @ —
less car lots, drums .lb. .10 @ —
Nitrocellulose, 4 and 8 sec., car lots, works, barrels .lb. .31 @ —
less car lots, works, barrels .lb. .33 @ .34
15 to 20 up to 300 sec., car lots, works, barrels .lb. .29 @ —
less car lots, works, barrels .lb. .31 @ .32
Nitrocellulose, AS, ¼ sec., car lots, works, barrels .lb. .33 @ —
less car lots, works, barrels .lb. .35 @ .36
15 to 20 and 30 to 40 sec., car lots, works, barrels .lb. .31 @ —
less car lots, works, barrels .lb. .34 @ .36
Bronzing, 40 and 70 sec., car lots, works, barrels .lb. .33 @ —
less car lots, works, barrels .lb. .36 @ .38
RS, ¼ sec., car lots, works, barrels .lb. .33 @ —
less car lots, works, barrels .lb. .35 @ .36
½ sec., car lots, works, barrels .lb. .31 @ —
less car lots, works, barrels .lb. .33 @ .34
(Nitrocellulose prices are quoted on the basis of dry weight; denatured alcohol used in manufacture is charged extra; barrels to be paid for extra, but returnable.)
Nitrogenous fertilizer material, 8-10 p.c. ammonia, bags, c.i.f. Atlantic ports .unit-ton 3.65 @ 3.75
shipment .unit-ton 3.65 @ —
Nitronaphthalene, barrels .lb. .25 @ —
Nitrotoluene, works, drums .lb. .14 @ .15
Nutgalls, Aleppo, bags .lb. .15¼@ .16
Chinese, shipment, cases .lb. .12 @ .13
Extract (see Gall extract).
Nutmegs, 80s, bags, cases .lb. .39 @ .40
110s, bags, cases .lb. .29 @ .30
grinding, bags, cases .lb. .24½@ .30
Nux vomica, bales .lb. .05 @ .05½
powdered, barrels, boxes .lb. .08 @ .09

O

Oak bark extract, 25 p.c. tannin, barrels .lb. .04¼@ .04½
Ocher (see Yellow).
Oil:—
Acetone (see A).
Almond, bitter, artificial (see Benzaldehyde).
natural, bottles .lb. 2.50 @ 2.75
s.p.a., bottles .lb. 2.90 @ 3.00
sweet, true (expressed), bottles .lb. .70 @ .72
Amyris, tins .lb. 1.95 @ 3.00
Angelica root, bottles .lb. 18.00 @19.00
Anilin (see A).
Anise, lead-free, U.S.P., tins .lb. .67 @ .68
Apricot kernel, drums .lb. .39 @ .40
Bay, West Indian, tins .lb. 2.30 @ 2.60
Bergamot, artificial, cans .lb. 2.00 @ 3.22
natural, Messina, coppers .lb. 4.15 @ 5.00
Betula (see Oil, sweet birch).
Birch (see Oil, sweet birch).
Birch tar, crude, tins .lb. .13 @ .14
rectified, tins .lb. .45 @ .50
Bois de rose, Brazilian, tins .lb. 1.50 @ 1.62
Cayenne, tins .lb. 2.15 @ 2.25
Cade, U.S.P., tins .lb. .25 @ .26
Cajeput, technical, drums .lb. .75 @ .80
U.S.P., IX, tins .lb. .80 @ .85
U.S.P., X, tins .lb. 1.15 @ 1.30
Calamus, tins .lb. 3.25 @ 3.50
Camphor, sassafrassy, drums, lb. .19¼@ .20
white, drums .lb. .18 @ .20
Cananga, native, tins .lb. 2.85 @ 3.00
rectified, tins .lb. 3.25 @ 3.50
Capsicum (oleoresin), U.S.P., VIII, cans .lb. 3.00 @ 3.15
Caraway, U.S.P., tins .lb. 1.75 @ 1.84
Cardamom seed, bottles .lb. 26.00 @28.00
Cassia, redistilled, U.S.P., cans .lb. 1.55 @ 1.65
Castor, blown, car lots, drums, lb. .15¼@ —
less car lots, drums .lb. .15½@ —
medicinal, car lots, bbls .lb. .13¼@ —
cases .lb. .14¼@ —
drums .lb. .13½@ —
less car lots, barrels .lb. .14½@ —
cases .lb. .14½@ —
drums .lb. .13½@ —
No. 3, car lots, barrels .lb. .12¾@ —
cases .lb. .13¾@ —
drums .lb. .12½@ —
less car lots, barrels .lb. .13 @ —
cases .lb. .14 @ —
drums .lb. .12¾@ —
Cedarleaf, tins .lb. 1.00 @ 1.15
Cedarwood, drums, tins .lb. .26 @ .28
Celery seed, bottles .lb. 7.75 @ 8.50
Chinawood, drums, barrels .lb. .14 @ .14¼
Coast, spot, tanks .lb. .12¾@ .13
futures, tanks .lb. .12¾@ —
Cinnamon, Ceylon, bottles .lb. 10.00 @10.50
Citronella, Ceylon, cans .lb. .45 @ .46
drums .lb. .43 @ .44
Java, drums .lb. .53 @ .58
Clove, U.S.P., cans .lb. 2.60 @ 2.75
Coconut, Ceylon grade, barrels, lb. .07¾@ .08¼
Coast, tanks .lb. .06½@ .06¾
Cochin grade, barrels .lb. .08¼@ .09
Manilla, barrels .lb. .07¾@ .08
tanks .lb. .06½@ .07
Coast, tanks .lb. .06½@ .06¾
Cod, British, east coast, barrels .gal. .56 @ —
Newfoundland, barrels .gal. .63 @ .64
Codliver, Norwegian, bbls .bbl. 27.00 @30.00
Newfoundland, barrels .bbl. 38.00 @ —
Coriander seed, bottles .lb. 7.50 @ 7.75
Corn, crude, barrels .lb. .10¾ Nom.
mills, tanks .lb. .07¾@ .08
refined, barrels .lb. .11¾ Nom.
Cottonseed (see daily records in market report)
Creosote (see C)
Croton, U.S.P., tins .lb. 1.50 @ 1.75
Crude (see Petroleum, crude)
Cubeb, U.S.P., tins .lb. 2.75 @ 2.85
Cumin, bottles .lb. 7.00 @ 7.50
Degras (see D)
Diesel, Bayonne, bulk .bbl. 2.00 @ 2.05
California, 27 plus .bbl. 1.15 @ —
Dip (see D)
Dill, bottles .lb. 3.75 @ 5.75
Distillate (see Oil, furnace)
Erigeron, tins .lb. 1.85 @ 2.00
Eucalyptus, Australian, cs .lb. .54 @ .55
drums .lb. .53 @ .54
Fennel seed, sweet, tins .lb. .95 @ 1.10
Fuel, California tidewater, bunker .bbl. .85 @ .89
Gulf Coast .bbl. .90 @ 1.00
Kansas, 24-26 .bbl. .75 @ .80
Louisiana-Arkansas, 16-20 .bbl. .70 @ .75
18-20 .bbl. .70 @ .75
New York and New Jersey terminals:—
Monday .bbl. 1.05 @ —
Tuesday .bbl. 1.05 @ —
Wednesday .bbl. 1.05 @ —
Thursday .bbl. 1.05 @ —
Friday .bbl. 1.05 @ —
Saturday .bbl. 1.05 @ —
North Texas, 24-26 .bbl. .60 @ .65
26-30 .bbl. .60 @ .65
Oklahoma, 14-16 .bbl. .47½@ .50
18-22 .bbl. .52½@ —
22-26 .bbl. .55 @ .60
24-26 .bbl. .65 @ .67½
26-30 .bbl. .70 @ .75
28-30 .bbl. .80 @ .85
Pennsylvania, 30-40 .gal. .04¾@ —
36-40 .gal. .05 @ —
Furnace, delivered, 400 gals. or more, bulk .gal. .09 @ .10
50 to 399 gals., bulk .gal. .09½@ .10½
Kansas, 38-40 .gal. .03¼@ .03½
Louisiana-Arkansas, 38-40 light straw .gal. .03¼@ .03½

Stranded in a Small town . . .

He kept both Engagements by Telephone



A PLANT superintendent of a large tire company was on a business trip in Canada. He missed his connection and was stranded in a town with one train a day. Two important engagements loomed ahead—one in Toronto, the other in New York. He thought of the telephone. He called the two cities. He completed his business so satisfactorily in both places that neither of the trips was necessary.

The telephone is always ready to put important things through. A man in St. Louis was too busy to go to Memphis and back. He made the round trip by telephone. It resulted in $1400 worth of business.

A Seattle lumber company received a carload order on condition that it could be shipped in five days. Special items had to be cut. A telephone call to Portland, costing $1.15, found a mill that could do the work. The car was shipped in time.

A Minnesota commission house invested $43.60 in nine Long Distance calls to five cities and sold 60 carloads—$24,840 worth—of potatoes.

What delay, worry or expense could you save today? Is there a misunderstanding to be adjusted, an important sale or purchase hanging fire?

Calls are cheap. Typical station to station day rates: Chicago to South Bend, 60c. Peoria to St. Louis, 90c. Cleveland to Philadelphia, $1.60. Pittsburgh to St. Louis, $2.35. Boston to Chicago, $3.25.

Out of town calling is quick and calling by number takes even less time. Bell Telephone Service . . . *Quick* . . . *Inexpensive* . . . *Universal.*

AMERICAN TELEPHONE & TELEGRAPH CO. AND ASSOCIATED COMPANIES — BELL SYSTEM

Oil, furnace, Oklahoma, 35-37, gal.	.02¾@	.02¾
36-38 gal.	.03 @	.03¼
38-40 gal.	.03¼@	.03½
Gas, Bayonne, 32-36, bulk..gal.	.05¼@	—
Gulf Coast, 32-36.....gal.	.03¾@	.04
Kansas, 32-36.....gal.	.02½@	.02¾
Louisiana-Arkansas, 32-36.gal.	.02½@	.02¾
North Texas, 32-36.....gal.	.02¼@	.02¾
Oklahoma, 32-36.....gal.	.02¾@	.02½
Gaultheria (see Oil, wintergreen leaf).		
Geranium, Algerian, rose, tins, lb.	5.00 @	5.25
Bourbon, tins.....lb.	4.75 @	5.00
Turkish, tins.....lb.	3.10 @	3.25
Ginger, distilled, bottle....lb.	6.00 @	6.25
Haarlem, domestic, bottles.... gross	3.25 @	3.30
imported, bottles.....gross	3.35 @	3.40
Hemlock, tins.....lb.	1.00 @	1.05
Herring, coast, tanks.....gal.	.40	Nom.
Horse, barrels.....lb.	.09½	Nom.
Juniper berries, terpeneless, tins..lb.	14.00	@16.00
U.S.P., tins.....lb.	2.10	@ 4.50
Wood, tech., not U.S.P., tins..lb.	.50 @	.75
Lard, common, No. 1, barrels, 100 lbs.	12.00 @	—
No. 2, barrels.....100 lbs.	11.75 @	—
extra, barrels.....100 lbs.	12.75 @	—
No. 1, barrels.....100 lbs.	12.25 @	—
winter, strained, barrels, 100 lbs.	13.00 @	—
prime, barrels.....100 lbs.	16.00 @	—
Lavender flowers, French, U.S.P., tins..lb.	2.60 @	5.00
garden, tins.....lb.	.45 @	.50
Spike, French, technical, tins lb.	1.00 @	1.10
Spanish, technical, tins..lb.	.90 @	1.10
Lemon, American, tins.....lb.	3.75 @	3.80
Messina, coppers, tins.....lb.	4.15 @	5.00
Lemongrass, native, tins....lb.	.80 @	.85
Lime, distilled, tins.....lb.	8.00 @	8.50
expressed, tins.....lb.	20.00	@21.00
Linaloe wood, cases.....lb.	2.50	Nom.
Linseed, boiled, tanks.....lb.	1000@	—
car lots, barrels.....lb.	.1080@	—
less car lots, barrels.....lb.	.1120@	—
less than 5 barrels.....lb.	.1160@	—
double boiled, less than 5 barrels..lb.	.1190@	.1220
raw, tanks.....lb.	.0960@	—
car lots, barrels.....lb.	.1040@	—
less than car lots, barrels..lb.	.1080@	—
less than 5 barrels.....lb.	.1120@	—
Calcutta, barrels.....lb.	.1950@	—
refined, barrels.....lb.	.1110@	.1150
varnish grade, barrels....lb.	.1130@	.1170
Lubricating, spot, car lots, barrels, bright stock, light..gal.	.46 @	.47
cylinder, filtered, D 600, gal.	.39 @	.40
E 600.....gal.	.33 @	.34
unfiltered, 600 s. r...gal.	.31 @	.32
650 s. r. .....gal.	.35 @	.36
600 flash, s. r. ....gal.	.36 @	.37
630 flash, s. r.....gal.	.41 @	.42
motor, 600, No. 6 color, gal.	.37 @	.38
500, No. 7 color.....gal.	.35 @	.36
400, No. 6½ color.....gal.	.33 @	.34
300, No. 6 color.....gal.	.32 @	.33
200, No. 3¾ color....gal.	.26 @	.27
pale, 100 vis., No. 2¼ color..gal.	.13 @	—
180 vis., No. 3¼ color, gal.	.20 @	.20½
230 vis., No. 3¾ color, gal.	.24 @	.24½
red, 200 vis., No. 6 color, gal.	.16½@	.17
250 vis., No. 6 color, gal.	.17½@	.18
300 vis., No. 6½ color, gal.	.18½@	.19
California, 180 vis., 2½ to 3 color..gal.	.09 @	.10
200 vis., 2½ to 3 color..gal.	.10 @	.10½
300 vis., 3 to 3½ color..gal.	.10½@	.11
350 vis., 3½ to 4 color..gal.	.11 @	.12
400 vis., 3½ to 4 color..gal.	.13 @	.13½
200 vis., 4½ to 5 color..gal.	.08½@	.09
300 vis., 5 to 6 color....gal.	.09 @	.09½
400 vis., 5 to 6 color....gal.	.11 @	.11¼
500 vis., 4½ to 5 color..gal.	.11¼@	.12
500 vis., 6 to 6½ color..gal.	.11 @	.11¼
600 vis., 6½ plus color..gal.	.12 @	.12¼
Oklahoma, 100 vis., No. 2 color..gal.	.06½@	.06¾
100 vis., No. 3 color....gal.	.05½@	.05¾
150 vis., No. 3 color....gal.	.07¾@	.08
150 vis., No. 4 color....gal.	.07½@	.07¾
180 vis., No. 3 color....gal.	.09¼@	.09½
180 vis., No. 4 color....gal.	.09 @	.09¼
180 vis., No. 5 color....gal.	.08¾@	.09
200 vis., No. 3 color....gal.	.09¾@	.10
200 vis., No. 4 color....gal.	.09½@	.09¾
200 vis., No. 5 color....gal.	.09 @	.09¼
220 vis., No. 3 color....gal.	.11 @	.11¼
220 vis., No. 4 color....gal.	.10¾@	.11
220 vis., No. 5 color....gal.	.10 @	.10¼
240 vis., No. 3 color....gal.	.13 @	.13½
240 vis., No. 4 color....gal.	.12½@	.13
240 vis., No. 5 color....gal.	.12 @	.12½
280 vis., No. 3 color....gal.	.15¾@	.16
280 vis., No. 4 color....gal.	.14½@	.15
280 vis., No. 5½ color..gal.	.13½@	.14
Pennsylvania, 150 vis., No. 3 color..gal.	.22 @	.22½
180 vis., No. 3 color....gal.	.26 @	.26½
200 vis., No. 3 color....gal.	.29 @	.29½
220 vis., No. 3 color....gal.	.32 @	.32½
600 fire steam ref. cyl. stock..gal.	.25½@	.26
635 fire steam ref. cyl. stock..gal.	.29½@	.30
650 fire steam ref. cyl. stock..gal.	.32 @	.32½
600 E amber fil. cyl. stock, gal.	.29 @	.29½
600 D cyl. stock.....gal.	.32 @	.33
600 cold test (bright filt.), gal.	.41½@	.42
600 cold test (dark filt.), gal.	.38½@	.39½
South Texas, 100 vis., No. 3 color, unfiltered..gal.	.07 @	.07¾
200 vis., No. 3 color, unfiltered..gal.	10¼@	.10¾
500 vis., No. 3½ color, unfiltered..gal.	.13¼@	.13¾
200 vis., No. 5 to 6 color, red..gal.	.08½@	.08¾
500 vis., No. 5 to 6 color, red..gal.	.09¼@	.09¾
500 vis, No. 5 to 6 color, red..gal.	.10¾@	.11¼
750 vis., No. 5 to 6 color, red..gal.	.13½@	.14
Mace, distilled, tins.....lb.	1.80 @	1.90
Menhaden, crude, f.o.b. Baltimore, tanks..gal.	No prices	
refined, light, pressed, barrels..gal.	.71 @	.73
white, bleached, barrels.gal.	.76 @	.78
yellow, bleached, barrels.gal.	.73 @	.75
Mustard, artificial, U.S.P., bottles..lb.	1.70 @	1.80
natural, U.S.P., bottles..lb.	9.00	@10.00
expressed, barrels.....gal.	.95 @	—
Neatsfoot, cold pressed, barrels, 100 lbs.	19.75 @	—
extra, barrels.....100 lbs.	12.75 @	—
No. 1, barrels.....100 lbs.	12.50 @	—
pure, barrels.....100 lbs.	14.75 @	—
Oil, neroli, bigarde, bottle....lb.	100.00	@200.00
petale, bottles.....lb.	150.00	@300.00
Nutmeg, U.S.P., tins.....lb.	1.80 @	1.90
Olive, denatured, barrels..gal.	1.20 @	1.25
edible, barrels.....gal.	2.25 @	2.40
foots, green, barrels.....lb.	.09¾@	.10
Oleo, No. 1, barrels....100 lbs.	10.75 @	—
No. 2, barrels.....100 lbs.	10.25 @	—
No. 3, barrels.....100 lbs.	10.00 @	—
Orange, sweet, distilled, tins..lb.	3.50 @	3.75
expressed, American, tins..lb.	5.00 @	5.10
Messina, U.S.P., coppers, lb.	5.10 @	6.50
West Indian, tins.....lb.	5.10 @	5.50
Origanum, commercial, tins..lb.	.25 @	.50
Palm, Lagos, casks.....lb.	.07½@	.07⅝
shipment, casks.....lb.	.07½@	.07⅝
Niger, casks.....lb.	.07⅛@	—
shipment, casks.....lb.	.06⅞@	.07
Palm kernel, casks.....lb.	.07½@	.07¾
Palmarosa, tins.....lb.	3.10 @	3.25
Patchouli, bottles.....lb.	7.00 @	7.25
Peanut, crude, barrels.....lb.	.11¼	Nom.
mills, tanks.....lb.	.08¼@	.08½
refined, barrels.....lb.	.13¼@	Nom.
Pennyroyal, domestic, tins..lb.	1.65 @	1.70
imported, tins.....lb.	1.10 @	1.15
Peppermint, natural, cases..lb.	2.95 @	3.10
redistilled, U.S.P., tins....lb.	3.15 @	3.25
Perilla, barrels.....lb.	.13¼	Nom.
Petitgrain, Paraguay, tins..lb.	1.85 @	1.90
Petrolatum (see Oil, white medicinal)		
Pimento berries, tins.....lb.	2.65 @	2.75
Pine, steam distilled, straw color, barrels.....gal.	.62 @	.63
water white, barrels...gal.	.65 @	.66
Pine needle, Siberian, cans..lb.	.65 @	.70
Poppyseed, barrels.....gal.	1.70 @	—
Rapeseed, blown, barrels..gal.	1.04 @	1.06
refined, barrels.....lb.	.84 @	.85
Red, distilled, barrels.....lb.	.10¾@	.10⅞
tanks .....lb.	.09½@	—
saponified, barrels.....lb.	.10¾@	.10⅞
tanks .....lb.	.09½@	—
turkey (see Oil, turkey red)		
Rose, artificial, bottles.....oz.	2.00 @	3.00
natural, coppers.....oz.	11.50	@15.50
Rosemary, technical, tins...lb.	.32½@	.35
U.S.P., tins.....lb.	.50 @	.55
Rosin, first rectified, drums.gal.	.56½@	.60
second rectified, drums...gal.	.59 @	.62
third rectified, drums....gal.	.66 @	.70
Rubberseed, drums.....lb.	.09¼@	—
works, tanks..lb.	.07½@	—
Salmon, coast, tanks.....gal.	.44	Nom.
Sandalwood, E.I., U.S.P., tins, lb.	8.00 @	8.25
W.I. (see Oil, amyris)		
Sardine, coast, tanks.....gal.	.45	Nom.
Sassafras, artificial, drums..lb.	.34 @	—
natural, tins.....lb.	.80 @	1.15
Savin, tins.....lb.	1.65 @	1.75
Sesame, refined, drums.....lb.	.12½@	.14
Soya bean, blown, barrels..lb.	.13¼@	.13¾
crude, barrels.....lb.	.11¾	Nom.
shipment from Orient, coast, tanks..lb.	.08¾@	.09
Spearmint, U.S.P., cases.....lb.	4.00 @	4.25
Sperm, bleached, 38 deg., f.o.b. New Bedford, barrels.gal.	.84 @	.85
natural, f.o.b. New Bedford, barrels..gal.	.78 @	.80
Spruce, tins.....lb.	.95 @	1.00
Sulphonated (see Oil, turkey red)		
Sweet birch, Northern, tins.lb.	2.25 @	2.75
Southern, tins.....lb.	1.70 @	1.80
Tallow, acidless, bbls..100 lbs.	11.25 @	—
Tansy, tins.....lb.	4.00 @	4.25
Tar, commercial, barrels..gal.	.42 @	—
refined, barrels.....gal.	.50 @	-
Tar acid (see T)		
Teaseed, coast, barrels.....lb.	.10¾	Nom.
Thyme, red, tins.....lb.	.70 @	.80
white, tins.....lb.	.85 @	.90
Tung (see Oil, chinawood).		
Turkey red, 50 p.c., barrels, drums..lb.	.07¾@	.08
75 p.c., barrels, drums....lb.	.10 @	.12
Turpentine (see T).		
Vetiver, bourbon, bottles....lb.	6.00 @	6.75
Whale, crude, No. 1, coast, Tanks..lb.	.07	Nom.
No. 2, coast, tanks.....lb.	.06½	Nom.
natural, barrels.....gal.	.78 @	—
refined, winter, bleached, barrels..gal.	.80 @	—
extra, barrels.....gal.	.82 @	—
White medicinal, domestic, 890@895 s. g., drums.gal.	1.00 @	1.05
875@880 s.g., drums..gal.	.75 @	.80
865@870 s.g., drums..gal.	.70 @	.75
Russian, 860@865 s.g., 80-85 vis., drums..gal.	.70 @	.75
870@875 s.g., 150-155 vis., drums..gal.	.75 @	.80
875@880 s.g., 180-185 vis., drums..gal.	.80 @	.85
885@890 s.g., 325-330 vis., drums..gal.	.85 @	.90
Wintergreen leaf, Northern, tins..lb.	7.00 @	8.50
Southern, tins.....lb.	3.50 @	3.75
synthetic (see Methyl salicylate)		
Wood (see Oil, chinawood).		
Wormseed, tins.....lb.	1.80 @	1.90
Wormwood, tins.....lb.	30.00	@32.00
Ylang ylang, Bourbon, bottles, lb.	10.00	@13.00
Manila, bottles.....lb.	30.00	@36.00
Opium, U.S.P., cases.....lb.	12.00	@13.00
granulated, U.S.P., cans....lb.	13.00	@14.00
powdered, U.S.P., cans....lb.	13.00	@14.00
Orange mineral, American, casks lb.	.12½@	.13¾
French, Tours, casks.....lb.	.16½@	—
kegs .....lb.	.17½@	—
Orange peel, bitter, Curacao, bales..lb.	.10 @	.11
sweet, bales.....lb.	.13 @	.14
Orange flowers, cases.....lb.	.24 @	.25
Orris root, Florentine, bags...lb.	.26	Nom.
fingers, cases.....lb.	1.05 @	1.25
powdered, barrels, boxes.lb.	.27 @	.28
Verona, bales.....lb.	.23 @	.24
powdered, barrels, boxes.lb.	.26 @	.27
Orthochloranilin, drums.....lb.	.65 @	.75
Orthoaminophenol, barrels.....lb.	2.15 @	2.25
Orthoanisidin, barrels.....lb.	2.50 @	2.75
Orthochlorophenol, drums.....lb.	.50 @	.65
Orthocresol, drums.....lb.	.17 @	.28
Orthodichlorobenzene, drums..lb.	.08 @	.10
Orthonitrochlorobenzene, kegs.lb.	.30 @	.32
Orthonitroparachlorophenol, tins, lb.	.70 @	.75
Orthonitrophenol, kegs.....lb.	.85 @	.90
Orthonitrotoluene, drums.....lb.	.16 @	.18
Orthotoluenesulphonate, kegs..lb.	2.00 @	2.05
Orthotoluidin, drums.....lb.	.27 @	.30
Osage orange extract, liquid, 51 deg., barrels..lb.	.07 @	.07¼

P

Papain, powdered, cases.....lb.	2.85 @	3.00
Paprika, extra fancy, bags...lb.	.28½@	.29
fair, bags.....lb.	.26 @	.26½
fancy, bags.....lb.	.28 @	.28½
medium, bags.....lb.	.26½@	.27
Para-aminoacetanilide, kegs...lb.	1.05 @	1.10
Para-aminophenol, base, bbls..lb.	.99 @	1.02
hydrochloride, barrels.....lb.	1.25 @	1.30
Parachlorophenol, drums.....lb.	.50 @	.65
Paracoumarone resin, car lots, drums .....lb.	.07 @	.12
Paradichlorobenzene, drums...lb.	.18 @	—
kegs .....lb.	.17 @	.25
Paraffin, crude, white scale, 122@124 A.m.p., bags..lb.	.03 @	.03¼
124@126 A.m.p., bags..lb.	.03¼@	—
yellow scale, 124@126 A.m.p., bags .....lb.	.02¾@	.03
Paraffin, fully refined, slabs, 118@120 A.m.p., bags, lb.	.03¾@	—
cases .....lb.	.04¾@	—
123@125 A.m.p., bags..lb.	.04¼@	—
cases .....lb.	.04¼@	—
125@127 A.m.p., bags..lb.	.04¼@	—
cases .....lb.	.04¾@	—
128@130 A.m.p., bags..lb.	.04½@	—
cases .....lb.	.04¾@	—
130@132 A.m.p., bags..lb.	.05¼@	—
cases .....lb.	.05½@	—
133@135 A.m.p., bags..lb.	.06¼@	—
cases .....lb.	.06½@	—
135@137 A.m.p., bags..lb.	.06¾@	—
cases .....lb.	.06¾@	—
match, 105@108 A.m.p., bags, lb.	.04¼@	—
111@115 A.m.p., bags....lb.	.05¼@	—
semi-refined, solid, bags, 122@124 A.m.p., bags.....lb.	.03¾@	—
Oklahoma, at refinery, crude, scale, 122@124, bags, lb.	.03 @	.03¼
124-126, bags.....lb.	.03½@	.03⅝
Paraformaldehyde, kegs.....lb.	.45 @	.47½
Paraldehyde, technical, drums.lb.	.20½@	.23
U.S.P., carboys.....lb.	.48 @	.50
Paranitroacetanilide, kegs.....lb.	.52 @	.54
Paranitroanilin, kegs.....lb.	.55 @	—
contract, kegs.....lb.	.51 @	—
Paranitrochlorobenzene, kegs..lb.	.23 @	.26
Paranitrophenol, kegs.....lb.	.50 @	.52
Paranitrotoluene, kegs.....lb.	.29 @	.31
Paraphenylenediamine, bbls...lb.	1.15 @	1.20
Paratoluenesulphonamide, bbls.lb.	.70 @	.75
Paratoluenesulphonanilide, barrels..lb.	.55 @	—
Paratoluidin, casks.....lb.	.38 @	.42
Pareira brava root, bales.....lb.	.12 @	.13
Paris green, bulk.....lb.	.25½@	.37½
Passion flower herb, bales....lb.	No stocks.	
Patchouli leaves, bales.....lb.	.23 @	.24
Pellitory root, bales.....lb.	.15 @	.16
Pennyroyal, bales.....lb.	.07 @	.08
Pentane, normal, works, drums, gal.	1.50 @	—
small lots, works.....gal.	2.00 @	—
Pentanes, mixed, works, drums, gal.	1.50 @	—
small lots, works.....gal.	2.00 @	—
Pepper, black, Alleppey, bags.lb.	.35 @	.35¼
Lampong, bags.....lb.	.35¼@	.35¾
Singapore, bags.....lb.	.36 @	.37
Tellicherry, bags.....lb.	.35½@	.36
red, chillies, Japanese, No. 1, bags..lb.	.17 @	.21½
Mombassa, bags.....lb.	.30 @	.32
white, Muntok, bags.....lb.	.62 @	.63
Singapore, bags.....lb.	.61 @	.62
Peppermint leaves, bales.....lb.	.55	Nom.
Persian berry extract, barrels..lb.	.25	Nom.
Peru, balsam, drums.....lb.	1.95 @	2.00
Petrolatum, amber, dark, car lots, barrels..lb.	.03¾@	.03½
light, car lots, barrels..lb.	.03¾@	.03¾
cream, car lots, barrels....lb.	.06¾@	.06¾
dark green, car lots, barrels.lb.	.01¾@	.02
lily white, car lots, barrels..lb.	.06¾@	.07¼
snow white, car lots, barrels.lb.	.08¾@	.08¾
veterinary, car lots, barrels.lb.	.02¾@	.03

Petroleum, crude, at wells:—

California:—

(When not otherwise indicated, posted by Standard Oil Company of California and Union Oil Company of California).

Athens, Rosecrans, Dominguez:—

	Per barrel 1929.	1928.
24-24.9 deg.	1.01	.89
25-25.9 deg.	1.05	.90
26-26.9 deg.	1.09	.92
27-27.9 deg.	1.13	.94
28-28.9 deg.	1.17	.96
29-29.9 deg.	1.21	.98
30.30.9 deg.	1.25	1.00
31-31.9 deg.	1.30	1.03
32-32.9 deg.	1.35	1.06
33-33.9 deg.	1.41	1.09
34-34.9 deg.	1.47	1.12
35-35.9 deg.	1.53	1.15
36-36.9 deg.	1.59	1.18
37-37.9 deg.	1.65	1.21
38-38.9 deg.	1.71	1.24
39-39.9 deg.	1.77	1.27
40-40.9 deg.	1.83	1.30
41-41.9 deg.	1.89	1.33
42-42.9 deg.	1.95	1.36
Coyote Hills:—		
14-17.9 deg.	.70	.85
18-18.9 deg.	.75	.85
19-19.9 deg.	.80	.85
20-20.9 deg.	.84	.85
21-21.9 deg.	.88	.86
22-22.9 deg.	.91	.87
23-23.9 deg.	.94	.88
24-24.9 deg.	.97	.89
25-25.9 deg.	1.00	.90
26-26.9 deg.	1.04	.91
27-27.9 deg.	1.08	.92
28-28.9 deg.	1.12	.93
29-29.9 deg.	1.16	.94
30-30.9 deg.	1.20	.95
Kern river:—		
11-11.9 deg.	.45	.75
12-12.9 deg.	.50	.75
13-13.9 deg.	.50	.75
14-19.9 deg.	.50	.75
Kettleman Hills, 55 deg. and above.	1.65	—
Midway - Sunset - Elk Hills, Lost Hills, Newhall*, McKittrick*, Buena Vista Hill:—		
14-19.9 deg.	.50	.75
20-20.9 deg.	.68	.77
21-21.9 deg.	.74	.79
22-22.9 deg.	.80	.81
23-23.9 deg.	.85	.83
24-24.9 deg.	.90	.85
25-25.9 deg.	.95	.87
26-26.9 deg.	1.00	.89
27-27.9 deg.	1.05	.91
28-28.9 deg.	1.10	.93
29-29.9 deg.	1.16	.96
30-30.9 deg.	1.22	.99
31-31.9 deg.	1.28	1.02
32-32.9 deg.	1.34	1.05
33-33.9 deg.	1.40	1.08
†34-34.9 deg.	1.46	1.11

* Newhall and McKittrick are posted only to 19.9 degrees; Midway, Sunset, Elk Hills and Buena Vista Hills to 33.9 degrees.

† Posted only on Lost Hills crude.

Santa Fe Springs:—

21-21.9 deg.	.89	.85
22-22.9 deg.	.92	.85
23-23.9 deg.	.95	.85
24-24.9 deg.	.98	.85
25-25.9 deg.	1.01	.86
26-26.9 deg.	1.04	.87
27-27.9 deg.	1.07	.88
28-28.9 deg.	1.10	.89
29-29.9 deg.	1.15	.91
30-30.9 deg.	1.20	.93
31-31.9 deg.	1.25	.95

Petroleum, crude, at wells:—

California, Santa Fe Springs:—

	Per barrel 1929.	1928.
32-32.9 deg.	1.30	.97
33-33.9 deg.	1.35	.99
34-34.9 deg.	1.40	1.01
35-35.9 deg.	1.45	1.03
36-36.9 deg.	1.50	1.06
37-37.9 deg.	1.55	1.09
38-38.9 deg.	1.60	1.12
39-39.9 deg.	1.65	1.15
Seal Beach, Alamotis Heights, Signal Hill Huntington Beach, Inglewood*, Olinda-Brea Canyon, Torrance†, Richfield‡:—		
14-14.9 deg.	.70	.85
15-15.9 deg.	.70	.85
16-16.9 deg.	.70	.85
17-17.9 deg.	.70	.85
18-18.9 deg.	.75	.85
19-19.9 deg.	.80	.85
20-20.9 deg.	.95	.85
21-21.9 deg.	.89	.86
22-22.9 deg.	.93	.87
23-23.9 deg.	.97	.88
24-24.9 deg.	1.01	.90
25-25.9 deg.	1.05	.90
26-26.9 deg.	1.09	.94
27-27.9 deg.	1.13	.96
28-28.9 deg.	1.17	.99
29-29.9 deg.	1.21	1.00
30-30.9 deg.	1.25	1.03
31-31.9 deg.	1.30	1.06
32-32.9 deg.	1.35	1.09
*40 deg. and above..1.60@1.85		1.45

* Posted by Texas Company and Sun Pipe Line Company.

High Island	1.00	....
Jennings, La.	1.05	1.05
Laredo	.95	.95
Piedras Pintas	1.85	1.85
Saratoga, Batson, Daytona	1.20	1.20

Indiana, Illinois:—
(Posted by Ohio Oil Company.)

	Per barrel 1929.	1928.
Illinois	1.75	1.50
Indiana	1.57	1.32
Muskegon, Mich.	1.00	....
Plymouth, Ill.	1.28	1.23
Princeton, Ind.	1.75	1.50
Waterloo	1.50	1.20
Saginaw, Mich.	1.90@2.05	1.95@2.05

Kentucky, Tennessee:—
(Posted by Joseph Seep Purchasing Agency.)

	Per barrel 1929.	1928.
Ragland	.95	.90
Somerset grade, in Cumberland lines	1.80	1.45

Louisiana, Arkansas:—
(When not otherwise indicated, posted by Texas Company, Standard Oil Company of Louisiana, Gulf Pipe Line Company, Magnolia Petroleum Company.)

	Per barrel 1929.	1928.
Bellevue	1.30	1.20
Bull Bayou, Caddo, Haynesville, El Dorado, Homer, Crichton, De Soto:—		
28 deg. and below..	1.00	.91
28-28.9 deg.	1.05	.96
29-29.9 deg.	1.10	1.01
30-30.9 deg.	1.15	1.06
31-31.9 deg.	1.20	1.11
32-32.9 deg.	1.25	1.16
33-33.9 deg.	1.30	1.19
34-34.9 deg.	1.35	1.23
35-35.9 deg.	1.40	1.28
36-36.9 deg.	1.45	1.28
37-37.9 deg.	1.50	1.31
38-38.9 deg.	1.55	1.34
39-39.9 deg.	1.60	1.37
40-40.9 deg.	1.65	1.40
41-41.9 deg.	1.70	1.43
42-42.9 deg.	1.75	1.44
43-43.9 deg.	1.80	1.49
44 deg. and above...	1.85	1.52@1.76
*Calion	.90	.96

Canada:—
(Posted by Imperial Oil Company)

	Per barrel 1929.	1928.
Oil Springs	2.27	2.02
Petrolia	2.20	1.95

Gulf Coast:—
(When not otherwise indicated, posted by Humble Oil & Refining Company, Gulf Pipe Line Company, Magnolia Petroleum Corporation, Texas Company, Sun Pipe Line Company.)

	Per barrel 1929.	1928.
Evangeline	1.15	1.15
Goose Creek, Hull, Liberty, West Columbia, Orange, Boling, Sour Lake, Pierce Junction, Spindletop Junction:—		
Grade A	1.30	1.20
Grade B, below 25 deg.	1.15	1.15
25-25.9 deg.	1.18	1.15
26-26.9 deg.	1.21	1.17
27-27.9 deg.	1.24	1.19
28-28.9 deg.	1.27	1.21
29-29.9 deg.	1.30	1.23
30-30.9 deg.	1.33	1.25
31-31.9 deg.	1.36	1.27
32-32.9 deg.	1.39	1.29
33-33.9 deg.	1.42	1.31
34-34.9 deg.	1.45	1.32
35-35.9 deg.	1.49	1.36
36-36.9 deg.	1.53	1.37
37-37.9 deg.	1.57	1.39
38-38.9 deg.	1.61	1.41
39-39.9 deg.	1.65	1.43
*40 deg. and above..1.60@1.85		1.45

* Olinda-Brea Canyon to 30.9 degrees.
† Torrance posted only to 28.9 degrees.
‡ Richfield posted only to 30.9 degrees.

Wheeler Ridge*, Coalinga:—

14-19.9 deg.	.50	.75
20-20.3 deg.	.68	.76
21-21.9 deg.	.74	.74
22-22.9 deg.	.80	.80
23-23.9 deg.	.85	.79
24-24.9 deg.	.88	.80
25-25.9 deg.	.91	.81
26-26.9 deg.	.94	.82
27-27.9 deg.	.98	.83
28-28.9 deg.	1.02	.85
29-29.9 deg.	1.06	.87
30-30.9 deg.	1.10	.89
31-31.9 deg.	1.14	.91
32-32.9 deg.	1.14	.91
33-33.9 deg.	1.22	.95
34-34.9 deg.	1.26	.97
35 deg. and above...	1.30	.99

* Wheeler Ridge posted only to 27.9 degrees.

Whittier, La Habra:—

14-19.9 deg.	.70	.85
20-20.9 deg.	.84	.85
21-21.9 deg.	.88	.85
22-22.9 deg.	.91	.85
23-23.9 deg.	.95	.85
24-24.9 deg.	.98	.85
25-25.9 deg.	1.01	.86
26-26.9 deg.	1.04	.87
27-27.9 deg.	1.07	.88
28-28.9 deg.	1.10	.89
29-29.9 deg.	1.13	.90
30-30.9 deg.	1.16	.91

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JUST a few months old, Arcadian Nitrate of Soda is already welcomed by chemical manufacturers and large numbers of American farmers. Arcadian Nitrate of Soda is so heartily received because it is not only of particularly high quality, but because of its excellent mechanical condition. It is a uniform, clean, dry product, shipped to you in moisture-proof, even-weight bags and in bulk.

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for

The Barrett Company

Ammonia-Benzol Department

40 Rector Street New York, N. Y.

Petroleum, crude, at wells:—
Louisiana-Arkansas:—

	Per barrel 1929.	1928.
Cotton Valley:—		
below 28 degrees....	.85	.75
28-28.9 deg.....	.85	.75
29-29.9 deg.....	.85	.75
30-30.9 deg.....	.85	.75
31-31.9 deg.....	.85	.75
32-32.9 deg.....	.85	.75
33-33.9 deg.....	.85	.75
34-34.9 deg.....	.85	.75
35-35.9 deg.....	.85	.75
36-36.9 deg.....	1.45	1.25
37-37.9 deg.....	1.50	1.28
38-38.9 deg.....	1.60	1.31
39-39.9 deg.....	1.60	1.34
40-40.9 deg.....	1.65	1.37
41-41.9 deg.....	1.70	1.41
42-42.9 deg.....	1.75	1.44
43-43.9 deg.....	1.80	1.47
Pine Island.....	1.44	1.40
Smackover:—		
below 24 deg.....	.85	.75
24 deg and above...	1.00	.90
Starks Dome, La.*....	1.40	1.40
Stephens:—		
below 28 deg.....	.90	1.00
28-28.9 deg.....	.94	1.02
29-29.9 deg.....	.98	1.04
30-30.9 deg.....	1.02	1.06
31-31.9 deg.....	1.06	1.08
32 deg. and above...	1.10	1.10
Uranian†	1.10	.75

* Posted by Gulf Pipe Line Company only.
† Posted by Paragon Development Company.

Mexico:—
(F.o.b. terminals, Mexican ports—based on contract.)

	Per barrel 1929.	1928.
Panuco	1.15	1.10
Tax	13.668c	15.373c
Tuxpan	.93	.92
Tax	21.938c	26.35c

Oklahoma, Kansas, North, East and Central Texas:—
(Posted by Sinclair Oil & Gas Company, Cosden Pipe Line Company, Champlin Refining Company, Gypsy Oil Company, Marland Oil Company, Prairie Oil & Gas Company, Humble Oil & Refining Company, Texas Company, Carter Oil Company. Inside prices posted only by Magnolia Petroleum Company.)

	Per barrel 1929.	1928.
Corsicana, heavy.....	.80	1.25
East Lulling†.....	1.00	—
Midcontinent*:—		
below 25 deg.....	.85	.76
25-25.9 deg.....	.70@ .90	.81
26-26.9 deg.....	.75@ .95	.86
27-27.9 deg.....	.85@1.00	.91
28-28.9 deg.....	.90@1.05	.96
29-29.9 deg.....	.95@1.10	1.01
30-30.9 deg.....	1.05@1.15	1.06
31-31.9 deg.....	1.15@1.20	1.11
32-32.9 deg.....	1.25	1.16
33-33.9 deg.....	1.30	1.19
34-34.9 deg.....	1.35	1.22
35-35.9 deg.....	1.40	1.25
36-36.9 deg.....	1.45	1.28
37-37.9 deg.....	1.50	1.31
38-38.9 deg.....	1.55	1.34
39-39.9 deg.....	1.60	1.37
40-40.9 deg.....	1.65	1.40
41-41.9 deg.....	1.70	1.43
42-42.9 deg.....	1.75	1.46
43-43.9 deg.....	1.80	1.49
44 deg. and above...	1.85	1.52@1.76

* Includes Boggy Creek and Corsican light.
† Posted by Sun Pipe Line Co.

Pennsylvania, Ohio, West Virginia:—
(When not otherwise indicated, posted by Joseph Seep Purchasing Agency.)

	Per barrel 1929.	1928.
Cabell, W. Va.....	1.65	1.35
Corning, Ohio.....	1.90	1.55
Gaines, Pa.....	2.25	2.25
Keister, Pa.....	1.20	1.10
Lima*	1.80	1.55
Pennsylvania:—		
Bradford, in National transit lines.....	4.10	2.80
Other fields, in Buckeye lines.....	3.85	2.35
Eureka lines.....	3.90	2.60
National Transit lines	4.10	2.80
Southwest Penn lines	4.00	2.65
Wooster, Ohio*	1.90	1.57

*Posted by Ohio Oil Company

Rocky Mountain:—
(When not otherwise indicated, posted by Texas Company only)

	per barrel 1929.	1928.
Artesia, N. M.....	1.08	1.00
Big Muddy†	1.43	1.25
Byron	1.38	1.33
Cat Creek*.....	1.65	1.33
Elk Basin†	1.65	1.33
Ferris	1.60	1.60
Florence, Colo.....	1.60	1.60
Grass Creek†, heavy..	.90	.90
light	1.65	1.33
Greybull*	1.65	1.33
Hamilton Dome.....	.85	.85
Hogback, N. M.*....	1.70	1.38
Kevin	1.20	1.20
Lance Creek†	1.68	1.33
Lander	.80	.80
Lake Basin.....	2.20	2.20
Lost Soldier.....	1.06	.95
Moffatt, Colo.....	.85	.85
Mule Creek.....	1.20	1.10
Notches	.65	.65
Osage*	1.65	1.33
Pedro	1.26	....
Pilot Butte.....	1.75	1.75
Poison Spider.....	1.00	1.00
Rex Lake.....	1.10	1.10
Rock Creek†.....	1.40	1.25
Salt Creek*:—		
28-28.9 deg.....	1.05	.96
29-29.9 deg.....	1.10	1.01
30-30.9 deg.....	1.15	1.06
31-31.9 deg.....	1.20	1.11
32-32.9 deg.....	1.25	1.22
33-33.9 deg.....	1.30	1.25
34-34.9 deg.....	1.35	1.28
35-35.9 deg.....	1.40	1.31
36-36.9 deg.....	1.45	1.34
37-37.9 deg.....	1.50	1.37
38-38.9 deg.....	1.55	1.37
39-39.9 deg.....	1.60	1.37
40-40.9 deg.....	1.65	1.37
41-41.9 deg.....	1.70	1.37
42-42.8 deg.....	1.75	1.37
43-43.9 deg.....	1.80	1.37
44 deg. and above...	1.85	1.37
Simpson Ridge.....	.80	.80
South Casper Creek...	1.00	1.00
Sunburst	1.75	1.65
Torchlight	1.68	1.35
Tow Creek, Colo.....	.72	.72

* Posted by Midwest Refining Company.
† Posted by Midwest Refining Company and Ohio Oil Company.

Petroleum, crude, at wells:—
South, Central and Southwestern Texas:—
(When not otherwise indicated, posted by Texpata Pipe Line Company, Humble Pipe Line Company, Magnolia Petroleum Company.)

	Per barrel 1929.	1928.
Callinan	1.75	1.75
Cedar Creek.....	1.00	...
Luling	.90	1.00
Lytton Springs (see Midcontinent).		
Mirando	.90	1.00
Rockdale, Minerva:—		
below 38 deg.....	1.25	1.25
38-38.9 deg.....	1.27	1.27
39-39.9 deg.....	1.29	1.29
40 deg. and above...	1.31	1.31
Salt Flat.....	1.25	...
Somerset:—		
32-32.9 deg.....	1.05	1.05
33-33.9 deg.....	1.07	1.07
34-34.9 deg.....	1.09	1.09
35-35.9 deg.....	1.11	1.11
36-36.9 deg.....	1.13	1.13
37-37.9 deg.....	1.15	1.15
38 deg. and above...	1.17	1.17
Thrall (prices same as Midcontinent, less 19½c. per 100 pounds freight).		

—Posted by Grayburg Pipe Line Company and Pioneer Oil & Refining Company.

Texas Panhandle:—
(When not otherwise indicated, posted by Humble Oil & Refining Company, Gulf Pipe Line Company, Magnolia Petroleum Company, Kay C'nty Gas Company.)

	Per barrel 1929.	1928.
Carson County, Hutchinson County:—		
below 32 deg.....	.90	.60@ .65
32-32.9 deg.....	.95	.70
33-33.9 deg.....	1.00	.73
34-34.9 deg.....	1.05	.76
35-35.9 deg.....	1.10	.79
36-36.9 deg.....	1.15	.82
37-37.9 deg.....	1.20	.85
38-38.9 deg.....	1.25	.88
39-39.9 deg.....	1.30	.91
40-40.3 deg.....	1.35	.94
41-41.9 deg.....	1.40	.97
42-42.9 deg.....	1.45	1.00
43-43.9 deg.....	1.50	1.03
44-44.9 deg.....	1.55	1.06
Gray County:—		
below 29 deg.....	.90	.60@ .70
29-29.9 deg.....	.95	.75
30-30.9 deg.....	1.00	.80
31-31.9 deg.....	1.05	.85
32-32.9 deg.....	1.10	.90
33-33.9 deg.....	1.15	.93
34-34.9 deg.....	1.20	.96
35-35.9 deg.....	1.25	.99
36-36.9 deg.....	1.30	1.02
37-37.9 deg.....	1.35	1.05
38-38.9 deg.....	1.40	1.08
39-39.9 deg.....	1.45	1.11
40-40.9 deg.....	1.50	1.14
41-41.9 deg.....	1.55	1.17
42-42.9 deg.....	1.60	1.20
43-43.9 deg.....	1.65	1.23
44 deg. and above...	1.70	1.26
Panola County*:—		
32-32.9 deg.....	.96	.96
33-33.9 deg.....	.98	.98
34-34.9 deg.....	1.00	1.00
35-35.9 deg.....	1.02	1.02
36-36.9 deg.....	1.04	1.04
37-37.9 deg.....	1.06	1.06
38 deg. and above...	1.08	1.08
Wheeler County:—		
below 30 deg.....	.90	.60@ .65
30-30.9 deg.....	.95	.70
31-31.9 deg.....	1.00	.75
32-32.9 deg.....	1.05	.80
33-33.9 deg.....	1.10	.83
34-34.9 deg.....	1.15	.86
35-35.9 deg.....	1.20	.89
36-36.9 deg.....	1.25	.92
37-37.9 deg.....	1.30	.95
38-38.9 deg.....	1.35	1.00
39-39.9 deg.....	1.40	1.01
40-40.9 deg.....	1.45	1.04
41-41.9 deg.....	1.50	1.07
42-42.9 deg.....	1.55	1.10
43-43.9 deg.....	1.60	1.13
44 deg. and above...	1.65	1.16

*Posted by Sun Oil Company, National Refining Company.

West Texas:—
(Posted by Kay County Gas Company, Humble Oil & Refining Company.)

	Per barrel 1929.	1928.
Crane, Upton, Winkler, Pecos, Crockett, Glasscock, Howard, Mitchell and Lea (New Mexico) Counties:		
below 25 deg.....	.70	.60
25-25.9 deg.....	.74	.60
26-26.9 deg.....	.78	.60
27-27.9 deg.....	.82	.60
28-28.9 deg.....	.86	.60
29-29.9 deg.....	.90	.60
30-30.9 deg.....	.94	.60
31-31.9 deg.....	.98	.60
32-32.9 deg.....	1.02	.60
33-33.9 deg.....	1.06	.60
34-34.9 deg.....	1.10	.60
35-35.9 deg.....	1.14	.60
36 deg. and above...	1.18	.60
Iatan, all gravities...	.93	.93
Western Kentucky:— (When not otherwise indicated, posted by Indian Refining Company, Ohio Oil Company.)		
Clay County, Tenn.*...	1.50	1.50
Cumberland, Barren, Monroe Counties*.....	1.50	1.50
Oil City, Ky.,† in lines of Stoll Refining Company	1.80	1.50
Western Kentucky, all gravities	1.83	1.33

*Posted by Paragon Development Company.
†Posted by Stoll Oil Refining Company.

Petroleum jelly (see Petrolatum).			
Spirits, works, tanks.....gal.	.12	@	—
steel barrels.....gal.	.17	@	—
Phenol, U.S.P., works, car lots, drums..lb.	.12¼	@	.13
Phenolphthalein, U.S.P., barrels, drums..lb.	1.10	@	1.20
Phenylacetic aldehyde, bottles.lb.	5.00	@	8.25
Phenylhydrazin hydrochloride, bottles..lb.	9.50	@	—
Phosphate rock, Florida, high-grade, hard, 77 p.c., mines..ton.	6.50	@	—
land pebble, 68 p.c. minimum, mines..ton.	3.10	@	3.25
70 p.c., mines.....ton.	3.75	@	3.90
72 p.c., mines.....ton.	4.25	@	4.35
75 p.c. basis, 74 p.c. minimum, mines..ton.	5.25	@	5.50
75 p.c. minimum, mines.. ton.	5.75	@	—
77 p.c. basis, 76 p.c. minimum, mines..ton.	6.25	@	—
Tennessee, 72 p.c., mines.ton.	5.00	@	—
75 p.c., mines.....ton.	5.50	@	—
Phosphorus, red, casks.....lb.	.55	@	.60
yellow, casks.....lb.	.35	@	.40
Oxychloride, cylinders.....lb.	.35	@	.40
Sesquisulphide, cases.....lb.	.44	@	—
Trichloride, cylinders.....lb.	.35	@	—
Phthalic anhydride, refined, barrels..lb.	.20	@	.21
technical, barrels.....lb.	.18	@	—
Pichi leaves, bags.....lb.	.13	@	.14
Pilocarpine hydrochloride, bottles, vials..oz.	3.25	@	3.50
resale, vials.....oz.	2.35	@	2.50
Nitrate, bottles, vials.....oz.	3.25	@	3.50
Pimento, bags.....lb.	.27½	@	.28
Pinkroot, true, bales.....lb.	.60	@	.62
Pitch, burgundy (see B).			
hardwood, works, one-time container..ton.	40.00	@	45.00
pine, barrels.....bbl.	7.50	@	8.50
Plaster of paris, common, bags, ton.	23.00	@	29.00
barrels .....100 lbs.	3.40	@	3.50
dentists', barrels.....100 lbs.	3.75	@	—
Pleurisy root, bales.....	.22	@	.23
Podophyllin, U.S.P., tins.....lb.	4.25	@	4.30
Poke root, bales.....lb.	.07	@	.08
Pomegranate bark, bags.....lb.	.35	@	.40
Root bark, bags.....lb.	No stocks		
Poppy flowers, red, bales.....lb.	.60	@	.61
Heads, barrels.....lb.	.55	@	.60
Seed, Dutch, bags.....lb.	.08	@	.08½
Russian, bags.....lb.	.07½	@	.08
Potash acetate, barrels.....lb.	.29	@	.30
Bicarbonate, U.S.P., crystals, barrels..lb.	.13	@	.14
granular, barrels.....lb.	.14	@	.15
Bichromate, casks.....lb.	.09	@	.09¾
Binoxalate, drums.....lb.	.14	@	.22
Bisulphate, kegs.....lb.	.30	@	—
Bromide, barrels.....lb.	.42	@	.43
Carbonate, 98-100 p.c., calcined, shipment, casks..lb.	.07¾	@	.08¼
96-98 p.c., calcined, shipment, casks..lb.	.06½	@	.07
80-85 p.c., calcined, casks..lb.	.05¾	@	.05¾
hydrated, shipment, casks.lb.	.05¾	@	.06¼
U.S.P., granular, barrels..lb.	.13	@	—
powdered, barrels.....lb.	.16	@	—
Caustic, solid, 88-92 p.c., domestic, works, casks..lb.	.07½	@	.07¾
imported, casks.....lb.	.07½	@	.07¾
flake, 88-92 p.c., domestic, works, car lots, casks, 100 lbs.	8.05	@	8.30
less car lots, casks...lb.	.08½	@	.09
imported, car lots, casks..lb.	.07½	@	.07¾
Chlorate, technical, domestic, works, car lots, casks..lb.	.08½	@	—
imported, car lots, casks.lb.	.07½	@	.07¾
U.S.P., granular, kegs....lb.	.16	@	.17
powdered, kegs.....lb.	.11	@	.14
Chloride, crystals, barrels..lb. (See also Potash Muriate)	.05¼	@	.05½
Chromate, kegs.....lb.	.23	@	.32
Citrate, barrels.....lb.	.51	@	.53
Cyanide, cases.....lb.	.55	@	.57½
Glycerophosphate solution, 75 p.c., barrels, cans...lb.	1.35	@	1.50
Guaiacolsulphonate, cans....lb.	1.70	@	2.35
Hypophosphite, cans.....lb.	.80	@	.85
Iodide, barrels, fiber drums..lb.	3.50	@	3.55
resale, drums.....lb.	3.35	@	3.40
Kainit, 12.4 p.c., bags.....ton.	12.10	@	—
bulk .....ton.	9.10	@	—
14-16 p.c., bags.....ton.	12.60	@	—
bulk .....ton.	9.60	@	—
Manure salts, 20 p.c., bags.ton.	15.50	@	—
bulk .....ton.	12.50	@	—
30 p.c., bags.....ton.	21.95	@	—
bulk .....ton.	18.95	@	—
double (see Potash-magnesia sulphate.)			
Metabisulphite, barrels.....lb.	.13	@	—
Muriate, 80-85 p.c., basis 80 p.c., bags..ton.	36.75	@	—
bulk .....ton.	35.15	@	—
Nitrate (see Saltpeter).			
Oxalate, pure, crystals, kegs.lb.	.28	@	.29
technical, barrels.....lb.	.20	@	.24
Perchlorate, works, casks..lb.	.11	@	.11½
Permanganate, technical, drums..lb.	.16	@	.16½
U.S.P., drums.....lb.	.16	@	.17
Prussiate, red, barrels.....lb.	.39	@	.41
yellow, barrels.....lb.	.18½	@	.21
Sorts, casks.....lb.	.08½	@	.09
Sulphate, N.F., barrels.....lb.	.13	@	.16
technical, 90-95 p.c., basis 90 p.c., bags..ton.	47.75	@	—
bulk .....ton.	46.15	@	—
Xanthate, tanks.....lb.	.12	@	—
car lots, drums.....lb.	.14	@	—
Potash-magnesia, sulphate, 48-53 p.c., basis 48 p.c., bags, ton.	27.50	@	—
bulk .....ton.	25.90	@	—
Potash-titanium oxalate, kegs.lb.	.21	@	.22
Prickly ash bark, bales.....lb.	.15	@	.20
Berries, bales.....lb.	.17	@	.18
Prince's pine, herb, bales....lb.	.25	@	.30
Pulsatilla, bales.....lb.	.12	@	.13
Pumice stone, lump, casks....lb.	.05	@	.07
powdered, pure, barrels...lb.	.02½	@	.04
Pumpkin seed, bags.....lb.	.11	@	.25
Putty, commercial, tubs.....lb.	.03¼	@	—
linseed oil, kegs.....lb.	.05½	@	—
Pyrethrum flowers, powdered, closed, barrels, kegs..lb.	.44	@	.45
half closed, barrels, kegs, lb.	.42	@	.43
open, barrels, kegs.....lb.	.38	@	.39
with stems, barrels, kegs.. lb.	.28	@	.29
Pyridin, drums.....gal.	1.75	@	2.00
Pyrites, Spanish, c.i.f. Atlantic ports, bulk..unit ton	.13	@	.13¾

Q

Quassia, chips, bales.....lb.	.06	@	.08
Quebracho extract, liquid, 5 p.c. tannin, barrels..lb.	.03½	@	.04
solid, 63 p.c., bags.....lb.	.05¼	@	.05¾
clarified, 64 p.c., bags...lb.	.05¾	@	—
Queen of the meadow, bags...lb.	.06	@	.07
Root, bags.....lb.	.08	@	.09
Quercitron extract, liquid, 51 deg., barrels..lb.	.05½	@	.06¼
solid, drums.....lb.	.09½	@	.10½
Quicksilver, 76-lb. flasks, net per flask	123.50	@	124.00
Quince seed, bags.....lb.	.70	@	.80
Quinidine alkaloid, cans.....oz.	.70	@	.75
Sulphate, cans.....oz.	.50	@	—
Quinine acetate, cans.....oz.	.78	@	—
Alkaloid, cans.....oz.	.55	@	—
Arsenate, cans.....oz.	.78	@	—
Arsenite, cans.....oz.	.78	@	—
Benzoate, cans.....oz.	.78	@	—
Bisulphate, cans.....oz.	.40	@	—
Japanese, tins.....oz.	.40	@	—
resale, tins.....oz.	.38	@	.39
Swiss, tins.....oz.	.40	@	—
Citrate, cans.....oz.	.51	@	—
Dihydrobromide, bottles....oz.	.54	@	—
Dihydrochloride, bottles....oz.	.54	@	—
Quinine ethylcarbonate, cans..oz.	.58	@	—
Ferrocyanide, cans.....oz.	.78	@	—
Formate, cans.....oz.	.73	@	—
Glycerophosphate, cans.....oz.	.80	@	—
Hydrobromide, cans.....oz.	.50	@	—
Hydrochloride, cans.....oz.	.50	@	—
Hydrochlorosulphate, cans..oz.	.54	@	—
Hydroiodide, cans.....oz.	.78	@	—
Hypophosphite, cans.....oz.	.70	@	—
Lactate, cans.....oz.	.66	@	—
Phosphate, cans.....oz.	.62	@	—
Salicylate, cans.....oz.	.52	@	—
Sulphate, domestic, tins....oz.	.40	@	—
Dutch, tins.....oz.	.40	@	—
Japanese, tins.....oz.	.40	@	—
Swiss, tins.....oz.	.40	@	—
Sulphocarbolate, cans.....oz.	.78	@	—
Tannate, cans.....oz.	.41	@	—
Tartrate, cans.....oz.	.78	@	—
Valerate, cans.....oz.	.78	@	—
Quinine-urea hydrochloride, cans, oz.	.54	@	—

R

R Salt, barrels.....lb.	.44	@	.45
Rapeseed, Dutch, bags.....lb.	.07	@	.07¼
German, bags.....lb.	.06½	@	.07
South American, bags.....lb.	No stocks		
Raspberries, dried, barrels...lb.	.46	@	.47
Red:—			
Amaranth (maroon lake), kegs, lb.	.50	@	1.50
Alizarin, lake, concentrated, kegs..lb.	1.50	@	2.10
Carmine, No. 40, 11-lb tins.lb.	6.00	@	7.00
Crocus martis, purple oxide, barrels..lb.	.03	@	.05
Eosin, kegs.....lb.	.65	@	.75
Indian, dry, American, ordinary, barrels..lb.	.04	@	.08
pure, barrels.....lb.	.10	@	.14
English, ordinary, barrels.. lb.	.06	@	.09
pure, barrels.....lb.	.11	@	.14
in oil, cans.....lb.	.31	@	.32
Iron oxide, from copperas, casks..lb.	.04	@	.14
Lithol toner, kegs.....lb.	.90	@	.95
Mercury oxide, technical, domestic, barrels..lb.	2.11	@	—
Metallic, Pennsylvania, works, bags, barrels..ton.	37.00	@	45.00
Oxide, earth, domestic, barrels. lb.	.02	@	.04½
Spanish, barrels.....lb.	.03	@	.04½
Para toner, concentrated, 100-lb. lots, kegs..lb.	.75	@	.89
reduced, 10 percent, kegs.lb.	.10	@	.13
Purple lake, kegs.....lb.	.60	@	2.00
Rose pink, barrels.....lb.	.15	@	.25
Lake, barrels.....lb.	.20	@	.30
Scarlet lake, kegs.....lb.	.35	@	.90
Toluidin toner, kegs.....lb.	1.55	@	1.75
Tuscan, barrels.....lb.	.15	@	.40
in oil, cans.....lb.	.41	@	.43
Venetian, barrels.....lb.	.01½	@	.05
in oil, cans.....lb.	.17	@	.20
Vermilion, American, bbls..lb.	.15	@	.25
English quicksilver, kegs, barrels..lb.	1.85	@	2.05
(Red dyes are listed under Dye.)			
Red precipitate, fiber drums, kegs..lb.	2.16	@	—
Red saunders wood, ground, barrels..lb	.18	@	—
Resorcinol, technical, works, cans lb.	1.15	@	1.25
contracts, works, cans.....lb.	1.15	@	—
U.S.P., works, cans, kegs...lb.	1.65	@	—
Rhatany root, bags.....lb.	.12	@	.13
Rhodinol, bottles.....lb.	6.25	@	20.00
Rhubarb root, high dried, cases, lb.	.33	@	.34
powdered, barrels, kegs...lb.	.41	@	.42
Rochelle salt, crystals, boxes, kegs..lb.	.23	@	—
powdered, barrels, kegs....lb.	.23	@	—
Rose flowers, red, bales.....lb.	1.55	@	1.80
Water, triple.....demijohn	5.50	@	5.75
Rosemary flowers, bales.....lb.	.30	@	.31
Leaves, bales.....lb.	.04¼	@	.05
Rosin, gum:—			
B, barrels.....280 lbs.	7.60	@	—
D, barrels.....280 lbs.	7.85	@	—
E, barrels.....280 lbs.	8.15	@	—
F, barrels.....280 lbs.	8.35	@	—
G, barrels.....280 lbs.	8.35	@	—
H, barrels.....280 lbs.	8.35	@	—
I, barrels.....280 lbs.	8.40	@	—
K, barrels.....280 lbs.	8.45	@	—
M, barrels.....280 lbs.	8.50	@	—
N, barrels.....280 lbs.	8.95	@	—
W.G., barrels.....280 lbs.	9.25	@	—
W.W., barrels.....280 lbs.	9.85	@	—
X, barrels.....280 lbs.	9.90	@	—
wood, barrels.....280 lbs.	7.30	@	—
works, barrels.....280 lbs.	6.50	@	—
Rottenstone, domestic, mines, bulk..ton.	23.50	@	28.00
imported, lump, barrels.....lb.	.05	@	.07
powdered, barrels.....lb.	.02½	@	.04½
selected, lump, barrels....lb.	.10	@	.12
Rue, bales.....lb.	.18	@	.19

S

Sabadilla seed, powdered, barrels..lb.	.30	@	.31
Saccharin, 1,000-lb. lots, cans..lb.	1.70	@	—
smaller lots, cans.....lb.	1.75	@	1.90
Saffron flowers, American, bales, lb.	.32	@	.35
Spanish, tins.....lb.	11.00	@	11.25
Safrol, drums, tins.....lb.	.38	@	.39
Sage leaves, Dalmatian, bales..lb.	.05¼	@	.05½
Greek, bales.....lb.	.03½ Nom.		
Sago flour, bags.....lb.	.04½	@	.05¼
Salicin, cans.....lb.	6.50	@	6.75
Salol, kegs.....lb.	.90	@	.95
Salt cake, ground, works, barrels. ton.	23.00	@	25.00
bulk, works.....ton.	15.00	@	20.00
chrome (see Chrome cake)			
Saltpeter, crystals, barrels....lb.	.07¼	@	.08
granular, barrels.....lb.	.06	@	.06¼
powder, barrels.....lb.	.07¼	@	.07½
Santonin, crystals, cane.....lb.	130.00	@	140.00
Saponin, tins.....lb.	1.35	@	1.60
Sarsaparilla root, American, bales..lb.	.23	@	.24
Honduras, bales.....lb.	.53	@	.54
Mexican, bales.....lb.	.30	@	.31
Sassafras bark, ordinary, bales, lb.	.14	@	.15
select, bales.....lb.	.24	@	.26
Savory, bales.....lb.	.09½	@	.10
Saw Palmetto berries, bales..lb.	.09½	@	.10
Scammony root, bags.....lb.	.07½	@	.08
Schaeffer's salt, kegs.....lb.	.53	@	.57
Seidlitz mixture, barrels, kegs, lb.	.18½	@	—
Senega root, bales.....lb.	1.20	@	1.25
Senna leaves, Alexandria, whole, bales, cases..lb.	.20	@	.21
half leaf, bales.....lb.	.13	@	.14
Tinnevelly, No. 1, bales...lb.	.13	@	.14
No. 2, bales.....lb.	.10	@	.11
No. 3, bales.....lb.	.07	@	.08
powdered, barrels, boxes..lb.	.09½	@	.10
Pods, bales.....lb.	.08½	@	.09
Siftings, bales.....lb.	.10	@	.12
Serpentaria root, bales.....lb.	.68	@	.69
Shellac, bone dry, bleachers', barrels..lb.	.58	@	—
refined, barrels.....lb.	.70	@	.72
D.C., cases.....lb.	.61	@	.62
Diamond I, cases.....lb.	.61	@	.62
Superfine, bags.....lb.	.46	@	.47
T.N., bags.....lb.	.43	@	.44
V.S.O., cases.....lb.	.61	@	.62

Announcement

The National Ultramarine Company, Incorporated
of
Norwood (Cincinatti) Ohio

has sold a dominant interest in its business to the

Kentucky Color & Chemical Company
of Louisville

and has arranged for that Company to manage the sale of its entire output of Ultramarine Blues.

The re-organized and re-financed National Ultramarine Company will have the following Officers and Directors:

...Officers...

Neil B. Conley, PRESIDENT
Sevier Bonnie, VICE-PRES. AND SALES MANAGER
Robert Bonnie, TREASURER
Jas. F. Pflum, SECRETARY

...Directors...

Milton F. Conley
Arthur W. Clark
Geo. A. Goodell
Neil B. Conley
Sevier Bonnie
Robert P. Bonnie

NATIONAL ULTRAMARINE COMPANY, INC.

Norwood (Cincinatti) Ohio

ODORS Create Orders

A powerful selling appeal is at the disposal of all who care to add a pleasant odor to their product.

We specialize in deodorizing problems and we place our services and experience at your entire disposal.

TRADE GIVAUDAN SYNTHETICS DELAWANNA MARK

GIVAUDAN-DELAWANNA, INC.
101 FIFTH AVENUE, NEW YORK, N. Y.

Shellac varnish, orange, 1 to 9 barrels, 5-lb. cut	gal.	2.30 @	—
4½-lb. cut	gal.	2.20 @	—
4-lb. cut	gal.	2.10 @	—
3½-lb. cut	gal.	1.95 @	—
white, 1 to 9 barrels, 5-lb. cut	gal.	2.60 @	—
4½-lb. cut	gal.	2.50 @	—
4-lb. cut	gal.	2.40 @	—
3½-lb. cut	gal.	2.25 @	—
Silica, ground, extra fine (400 mesh), works, bulk	ton	32.00 @	40.00
fine, works, bulk	ton	8.00 @	11.00
water-floated works, bulk	ton.	22.00 @	30.00
Silver, bullion	oz.	.51¼@	—
Nitrate, vials	oz.	.37½@	.39½
Nucleinate, vials	oz.	.44 @	.46
Proteinate, vials	lb.	.39 @	.41
Simarubra bark, bales	lb.	.20 @	.21
Skatol, bottles	oz.	4.00 @	10.00
Skullcap, Eastern, bales	lb.	.45 @	.55
Western, bales	lb.	.18 @	.19
Skunk cabbage root, bales	lb.	.13 @	.14
Smalt, black, extra velvet, barrels	lb.	.05 @	.06
blue, barrels	lb.	.06 @	.07
Snakeroot, Canada, bales	lb.	.26 @	.27
Soap, castile (see C).			
Soapbark, bales	lb.	.12 @	.13
crushed, bales, barrels	lb.	.13½@	.14
cut, bales, barrels	lb.	.13½@	.14
powdered, barrels	lb.	.18 @	.19
Soapstone, powdered, mines, bags	ton.	15.00 @	22.00
Soda acetate, technical, barrels,	lb.	.05¾@	.06¼
Antimonate, barrels	lb.	.13½@	.14
Arsenate, drums	lb.	.18 @	.19
Arsenite, liquid, drums	gal.	.75 @	1.00
Ash, dense, 58 p.c., car lots, works, bags	100 lbs.	1.40 @	—
barrels	100 lbs.	1.57½@	—
bulk	100 lbs.	1.25 @	—
less car lots, bags,	100 lbs.	2.30 @	2.50
barrels	100 lbs.	2.50 @	2.70
contracts, car lots, works, bags	100 lbs.	1.37½@	—
barrels	100 lbs.	1.55 @	—
bulk, shipment	100 lbs.	1.22½@	—
extra light, 58 p.c., car lots, works, bags	100 lbs.	1.34½@	—
barrels	100 lbs.	1.70 @	—
contracts, car lots, works, bags	100 lbs.	1.32 @	—
barrels	100 lbs.	1.67½@	—
light, 58 p.c., car lots, works, bags	100 lbs.	1.34½@	—
barrels	100 lbs.	1.67½@	—
bulk, shipment	100 lbs.	1.17½@	—
less car lots, bags,	100 lbs.	2.04 @	2.19
barrels	100 lbs.	2.29 @	2.44
contracts, car lots, works, bags	100 lbs.	1.32 @	—
barrels	100 lbs.	1.55 @	—
bulk, shipment	100 lbs.	1.15 @	—
Benzoate, U. S. P., contracts, 2,000-lb. lots, kegs	lb.	.45 @	—
drums	lb.	.47 @	.49
1,000-lb. lots, kegs	lb.	.46 @	—
drums	lb.	.48 @	.50
100-lb. lots, kegs	lb.	.47 @	—
drums	lb.	.49 @	.51
Bicarbonate, car lots, barrels,	100 lbs.	2.25 @	—
kegs	100 lbs.	2.55 @	—
works, barrels	100 lbs.	2.00 @	—
kegs	100 lbs.	2.25 @	—
Bichromate, casks	lb.	.07 @	.07½
Bifluoride, barrels	lb.	.17½@	.19
Biphosphate, U.S.P., barrels	lb.	.30 @	.34
Bisulphate (see Niter cake).			
Bisulphite, powdered, less car lots, works, barrels	100 lbs.	3.85 @	4.25
solution, 35-40 p.c., works, car lots, carboys	100 lbs.	1.95 @	2.10
Bromide, barrels	lb.	.42 @	.43
Cacodylate, jars	lb.	4.75 @	5.90
Carbonate (see Soda ash; Soda, monohydrated; Soda, sal).			
Caustic, 76 p.c., flake, car lots, drums	100 lbs.	3.35 @	—
less car lots, drums	100 lbs.	4.16 @	4.31
contracts, car lots, works, drums	100 lbs.	3.30 @	—
ground, car lots, drums,	100 lbs.	3.35 @	—
less car lots, drums	100 lbs.	4.16 @	4.31
contracts, car lots, works, drums	100 lbs.	3.30 @	—
liquid, contracts, tanks	100 lbs.	2.60 @	—
works, tanks	100 lbs.	2.55 @	—
solid, car lots, drums	100 lbs.	2.95 @	—
less car lots, drums	100 lbs.	3.76 @	3.91
contracts, car lots, works, drums	100 lbs.	2.90 @	—
export, drums	100 lbs.	2.80 @	3.10
Chlorate, domestic, works, kegs	lb.	.08 @	—
imported, ex dock, kegs	lb.	.07 @	.07½
Citrate, U.S.P. VIII, cans	lb.	.38 @	.40
U.S.P. X, cans	lb.	.43 @	.45
Cyanide, 96-98 p.c., domestic, drums	lb.	.18 @	—
imported, cases	lb.	.17 @	.18
Fluoride, barrels	lb.	.08½@	.10
Glycerophosphate, crystals, barrels, cans	lb.	1.40 @	1.55
solution, U.S.P., bottles, cans, demijohns	lb.	1.05 @	1.20
Hydrosulphide, barrels	lb.	.26 @	.28
Hydrosulphite, barrels	lb.	.23 @	.27
Hydroxide, U.S.P., sticks, cans,	lb.	.19 @	.23
Hypophosphite, cans	lb.	.70 @	.75
Hyposulphite, crystals, large, barrels	100 lbs.	2.40 @	2.75
pea, barrels	100 lbs.	2.50 @	3.00
granular, barrels	100 lbs.	2.75 @	3.25
Iodide, jars	lb.	4.25 @	4.30
Metanilate, kegs	lb.	.70 @	.75
Monohydrated, barrels	100 lbs.	2.60 @	—
works, barrels	100 lbs.	2.30 @	—
Naphthionate, barrels	lb.	.54 @	—
Nitrate, crude, natural, spot, bags	100 lbs.	2.17½@	2.20
June delivery, bags	100 lbs.	2.17½@	2.20
synthetic, ports, bags	100 lbs.	2.17½@	—
bulk	100 lbs.	2.07½@	—
refined, granular, barrels	lb.	.03¾@	.04½
powdered, barrels	lb.	.05¾@	.06
Nitrite, 96-98 p.c., domestic, car lots, barrels	lb.	.07¼@	.07½
less car lots, barrels	lb.	.08¼@	.08½
imported, less car lots, casks	lb.	.08¾@	.09
Oxalate, neutral, powdered, barrels	lb.	.37 @	.42
Perborate, N.F., barrels	lb.	.19 @	.20
technical, barrels	lb.	.18 @	—
Phosphate, dibasic, technical, barrels	lb.	.03¼@	.03¾
U.S.P., granular, barrels	lb.	.07½@	.08
tribasic, barrels	lb.	.039 @	.04½
Picramate, kegs	lb.	.69 @	.72
Prussiate, yellow, domestic, works, contracts, barrels	lb.	.11½@	—
prompt shipment	lb.	.12 @	.13
foreign, contracts, casks	lb.	.11¼@	—
prompt shipment, casks	lb.	.12 @	—
Pyrophosphate, barrels	lb.	.15 @	.24
Sal, barrels	100 lbs.	1.15 @	—
works, barrels	100 lbs.	.90 @	1.00
Salicylate, boxes	lb.	.47 @	.49
resale, boxes	lb.	.45 @	.46
Soda silicate, 40 deg. turbid, works, drums	100 lbs.	.70 @	.80
tanks	100 lbs.	.60 @	—
60 deg., works, drums	100 lbs.	1.65 @	—
Silicofluoride, barrels	lb.	.05¼@	.05½
Stannate, drums	lb.	.41½@	—
Stearate, barrels	lb.	.20 @	.29
Sulphate (see Glauber's salt).			
Sulphide, 30 p.c., crystals, domestic, works, barrels	100 lbs.	2.35 @	2.65
imported, barrels	100 lbs.	2.25 @	—
60 p.c., broken, domestic, casks	100 lbs.	3.25 @	4.00
imported, casks	100 lbs.	3.25 @	4.00
Sulphite, crystals, barrels	lb.	.03 @	.03¼
powdered, barrels	lb.	.06¾@	.09
Sulphocarbolate, barrels	lb.	.30 @	.32
Sulphocyanide, cases	lb.	.29 @	.37
Tungstate, tech., kegs	lb.	.90 @	1.15
Solvent naphtha, water white, works, drums	gal.	.35 @	—
tanks	gal.	.30 @	—
Sparteine sulphate, bottles, cans,	oz.	.70 @	.80
Spearmint leaves, bales	lb.	.24½@	.25
Spikenard root, bales	lb.	.17 @	.18
Spruce extract, 25 p.c. tannin, barrels	lb.	.01½@	.02
powdered, barrels	lb.	.02½@	.03
Squaw vine leaves, bales	lb.	.19 @	.20
Squill, bales	lb.	.10 @	.11
powdered, barrels, boxes, bottles	lb.	.18 @	.19
St. John's bread, bales	lb.	.05½@	.06
St. Ignatius beans, bags	lb.	.13 @	.14
Starch, corn, pearl, bags	100 lbs.	3.72 @	3.92
powdered, bags	100 lbs.	3.82 @	4.02
potato, domestic, bags	lb.	.05½@	.06
imported, bags	lb.	.05¾@	.06½
rice, barrels	lb.	.09 @	.10
wheat, bags	lb.	.06½@	.10½
Starch iodide, bottles	lb.	1.77 @	—
Stavesacre seed, bags	lb.	.16 @	.17
Stearin, oleo, barrels	lb.	.09⅝@	.09⅞
Stillingia root, bales	lb.	.10 @	.11
Stoneroot, bales	lb.	.08 @	.09
Storax, cases	lb.	.35 @	.40
Stramonium leaves, bales	lb.	.15 @	.16
Seed, bags	lb.	.07 @	.08
Strontium bromide, barrels	lb.	.51 @	.52
Carbonate, pure, barrels	lb.	.25 @	.30
Iodide, jars	lb.	4.00 @	4.10
Strophanthus seed, Kombe, bags,	lb.	2.25 @	2.35
Strychnine acetate, cans	oz.	.65 @	—
Alkaloid, crystals, cans	oz.	.66 @	—
powdered, cans	oz.	.56 @	—
Arsenate, cans	oz.	.65 @	—
Glycerophosphate, cans	oz.	.65 @	—
Hydrobromide, cans	oz.	.65 @	—
Hydrochloride, cans	oz.	.65 @	—
Hypophosphite, cans	oz.	.75 @	—
Nitrate, cans	oz.	.60 @	—
Phosphate, cans	oz.	.55 @	—
Sulphate, crystals, cans	oz.	.56 @	—
powdered, cans	oz.	.46 @	—
Sugar coloring, barrels	gal.	.72 @	.73
Sugar of lead (see Lead acetate).			
Sugar of milk, barrels	lb.	.17½@	.21
Sulphonmethane, kegs	lb.	2.65 @	2.75
Sulphonethylmethane, kegs	lb.	2.85 @	3.95
Sulphur, crude, mines, car lots, bulk	long ton.	18.00 @	21.00
spot, nearby, car lots	long ton.	21.00 @	—
ex vessel, New York, Philadelphia, Baltimore, Southern ports, bulk	long ton.	22.00 @	25.00
Boston, Portland, bulk	long ton.	22.50 @	25.50
flour, commercial, bags	100 lbs.	1.55 @	2.10
barrels	100 lbs.	1.90 @	2.45
extra fine, bags	100 lbs.	2.40 @	3.00
superfine, bags	100 lbs.	2.40 @	2.80
barrels	100 lbs.	2.55 @	3.10
rubbermakers', bags	100 lbs.	2.20 @	2.80
barrels	100 lbs.	2.55 @	3.10
refined, extra fine, bags	100 lbs.	2.80 @	3.35
barrels	100 lbs.	3.15 @	3.17
heavy, bags	100 lbs.	2.50 @	3.05
barrels	100 lbs.	2.85 @	3.40
light bags	100 lbs.	2.60 @	3.15
barrels	100 lbs.	2.95 @	3.50
rubbermakers', bags	100 lbs.	2.60 @	3.15
flowers, bags	100 lbs.	3.10 @	3.65
barrels	100 lbs.	3.45 @	4.00
precipitated, kegs	lb.	.15 @	.17
roll, bags	100 lbs.	2.25 @	2.70
barrels	100 lbs.	2.40 @	2.85
Chloride, works, tanks	lb.	.03½@	.04
drums	lb.	.05 @	.07
Dioxide, anhydrous, works, tanks	lb.	.04 @	—
car lots, drums	lb.	.04½@	—
cylinders	lb.	.05 @	—
less car lots, cylinders	lb.	.06½@	.08
Iodide, bottles, jars	lb.	4.55 @	—
Sumac, domestic, Southern points, bags	ton.	35.00 @	—
Sicilian, ground, shipments, bags	ton.	75.00 @	—
Berries, bags	lb.	.07 @	.08
Extract, 42 deg., barrels	lb.	.06½@	.09½
Sicilian, stainless, barrels	lb.	.10 @	.11
Sunflower seed, California, bags,	lb.	.05¾@	.06¼
Hungarian, bags	lb.	.07½@	.08
Manchurian, bags	lb.	.08 @	.08½
South American, bags	lb.	.07 @	.07½
Superphosphate, basis 16 p.c., f.o.b. Baltimore, bags	ton.	10.00 @	—
guaranteed, 16 p.c., f.o.b. Baltimore, bags	ton.	10.50 @	—

T

Talc, American, Eastern, mines, bulk	ton.	16.00 @	18.00
Western, mines, bulk	ton.	18.00 @	25.00
French, bags	ton.	18.00 @	22.00
high-grade, bags	ton.	40.00 @	45.00
Italian, bags	ton.	50.00 @	55.00
Talc, fibrous, car lots, bags	ton.	20.00 @	—
less car lots, bags	ton.	25.00 @	—
works, car lots, bags	ton.	10.50 @	—
Tallow, animal, edible, bbls	lb.	.08¾@	.08⅝
extra, works, loose	lb.	.07¼@	—
special, works, loose	lb.	.07 @	—
vegetable, coast, mats	lb.	.08½	Nom.
Tamarind, barrels	lb.	.05 @	.05½
kegs	keg	3.75 @	4.00
Tankage, domestic, concentrated, 14-15 p.c., f.o.b. Chicago, bulk	unit-ton	3.90 @	—
garbage, f.o.b. Chicago, bulk,	ton	7.00 @	—
ground or screened, 10-15 p.c., bulk	unit-ton	4.25 &	.10
unground, bulk	unit-ton	4.00 &	.10
11-15 p.c., f.o.b. Chicago, bulk	unit-ton	3.65 &	.10
South American, to arrive	unit-ton	4.25 &	.10
Tansy leaves, bales	lb.	.13 @	.14
Tapioca flour, bags	lb.	.03¾@	.06
Tar, pine, kiln burned, barrels	bbl.	11.50 @	12.00
retort, barrels	bbl.	11.50 @	12.00
Tar acid oil, 15 p.c., drums	gal.	.26 @	.27
25 p.c., drums	gal.	.29 @	.30
Tartar emetic, technical, crystals, barrels	lb.	.27¼@	.27½
powdered, barrels	lb.	.27¼@	.27½
U.S.P., powdered, barrels	lb.	.32½@	.34
Terebane, cans	lb.	.75 @	.85
Terpenyl acetate, cans	lb.	.90 @	1.25
Terpin hydrate, kegs	lb.	.45 @	.48
Terpineol, C.P., cans	lb.	.32 @	.34
drums	lb.	.30 @	.32
Terra alba, domestic, No. 1, mills, bags, barrels	100 lbs.	1.15 @	1.75
No. 2, bags, barrels	100 lbs.	1.50 @	2.00
imported, bags	lb.	.01¾@	.02
Tetrachlorethylene, C.P., drums,	lb.	.25 @	—
technical, drums	lb.	.16 @	.19
Tetralin, drums	lb.	.20 @	—
Theobromine, alkalloid, cans	lb.	1.50 @	2.00
Sodiosalicylate, cans	lb.	2.10 @	2.25
Theophylline, bottles	oz.	2.75 @	—
Thiocarbanilide, drums	lb.	.23 @	.24
Thyme, French, bales	lb.	.12 @	.14
Spanish, bales	lb.	.05¾@	Nom.
Thymol, bottles	lb.	2.20 @	2.40
Iodide, barrels	lb.	6.00 @	6.25
Tin	lb.	.43¾@	—
Bichloride, barrels	lb.	.14 @	—
Crystals, barrels	lb.	.34 @	—
Oxide, barrels	lb.	.49 @	—
Tetrachloride, anhydrous, barrels	lb.	.28¼@	—
Titanium dioxide, barrels	lb.	.24 @	—
Pigment, car lots, works, bags, barrels	lb.	.09½@	—
less car lots, barrels	lb.	.10 @	—
Tolidin base, kegs	lb.	.86 @	.90
distilled, kegs	lb.	.91 @	.95
Tolu balsam, cans	lb.	1.10 @	1.15
Toluene (toluol), pure, works, drums	gal.	.45 @	—
tanks	gal.	.40 @	—
Toluidin, mixed, drums	lb.	.30 @	—
Toluol (see Toluene)			
Tonga bark, bales	lb.	.35 @	.36
Tonka bean, Angostura, casks	lb.	1.85 @	1.90
Triacetin, drums	lb.	.32 @	.36
Tricresyl phosphate, drums	lb.	.33 @	.40
Triphenyl phosphate, drums	lb.	.55 @	.65
Triphenylguanidin, drums	lb.	.58 @	.60
Tripoli, car lots, bags	lb.	.01¾@	.02
Turmeric root, Alleppey, bags	lb.	.09 @	.09½
Bombay, bags	lb.	.08¼@	.08½
Madras, bags	lb.	.08½@	.09
Turpentine (spirits), gum, ex-dock, barrels, car lots	gal.	.52 @	—
10-barrel lots	gal.	.54½@	—
5-barrel lots	gal.	.56½@	—
steam-distilled, car lots, drums,	gal.	.46 @	—
less than car lots, drums	gal.	.48 @	.52

U

Unicorn root, false (helonias), bales	lb.	.67 @	.68
true (aletris), bags	lb.	.36 @	.37
Uranium oxide, kegs	lb.	1.50 @	—
Urea, cases	lb.	.20 @	.30
Uva ursi leaves, bales	lb.	.05¾@	.06

V

Valerian root, U.S.P., bales	lb.	.22 @	.23
Valonia beards, 42 p.c., shipment, bags	ton.	48.00 @	49.00
Cups, shipment, bags	ton.	32.00 @	—
Mixtures, shipment, bags	ton.	37.00 @	37.50
Vanilla beans, Bourbon, tins	lb.	2.40 @	2.90
Mexican, whole, tins	lb.	3.25 @	4.50
cuts, tins	lb.	2.50 @	2.75
South American, tins	lb.	2.50 @	2.75
Vanillin, tins	lb.	6.25 @	6.80
Venice turpentine, true, cases	lb.	.29 @	.30
Venetian red (see Red, venetian)			
Verdigris, casks	lb.	.22 @	.23
Vermilion (see Red, vermilion)			
V.M.P. naphtha, steel barrels	gal.	.16 @	—

W

Wahoo bark, bales	lb.	.25 @	.26
Root bark, bales	lb.	.48 @	.52
Wattle bark, shipment, bags	ton.	44.50 @	45.00
Extract, 55 p.c., barrels	lb.	.05¾@	—
Wax:—			
Bayberry, imported, bags	lb.	.28 @	.30
Bees, white, pure, cases	lb.	.50 @	.55
yellow, common, African, bags	lb.	.34 @	.35
Brazilian, bags	lb.	.37 @	.38
Chilean, bags	lb.	.37 @	.38
West Indian, bags	lb.	.32 @	.33
refined, cases	lb.	.41 @	.45
Candelilla, bags	lb.	.23 @	.24
Carnauba, flor, bags	lb.	.40 @	.41
No. 1, bags	lb.	.36 @	.37
No. 2 North Country, bags	lb.	.29 @	.30
yellow, bags	lb.	.33½@	.34
No. 3, chalky, bags	lb.	.26 @	.26½
North Country, bags	lb.	.25 @	.25½
Ceresin, domestic, white, bags,	lb.	.10 @	.11
yellow, bags	lb.	.09 @	.10
imported, snow white, 145-147 m.p., bags	lb.	.21 @	.23
154-156 m.p., bags	lb.	.23 @	.25
158-160 m.p., bags	lb.	.25 @	.27
160-165 m.p., bags	lb.	.30 @	.32
yellow, 130-133 m.p., bags,	lb.	.12½@	—
135-138 m.p., bags	lb.	.13 @	—
157-160 m.p., bags	lb.	.13½@	—
167-170 m.p., bags	lb.	.14 @	—
Japan, cases	lb.	.16¾@	.17
Montan, crude, bags	lb.	.07 @	.07½
Ozokerite, black, 160 m.p., bags,	lb.	.24 @	.25
green, 170 m.p., bags	lb.	.26 @	.30
Paraffin (see P).			
Spermaceti, blocks, cases	lb.	.26 @	.27
cakes, cases	lb.	.27 @	.28
White lead (see Lead, white).			
White pine bark, rossed, bales	lb.	.08 @	.09
White precipitate, fiber drums, barrels	lb.	2.24 @	—
Whiting, domestic, bags, barrels,	100 lbs.	1.00 @	—
English cliffstone, bags	100 lbs.	1.50 @	—
Paris white, bags	100 lbs.	1.25 @	1.50
imported, commercial, bags	100 lbs.	.85 @	1.00
ton lots, bags	ton.	14.00 @	—
ex dock, car lots, bags	ton.	12.00 @	16.00
gilders', bolted, bags	100 lbs.	1.25 @	1.35
extra bolted, bags	100 lbs.	1.40 @	1.50
Wild cherry bark, thick, natural.	bales	.06 @	.07
rossed, bales	lb.	.11½@	.12
thin, natural, bales	lb.	.08 @	.09
rossed, green, bales	lb.	.14 @	.15
Wild indigo root, bags	lb.	.14 @	.15

Window glass, per 50-foot box:—

United inches	Bracket sizes	Single AA	Single A	Single B
25	6x 8 to 10x15	$24.00	$20.00	$19.00
34	11x14 to 14x20	25.00	21.00	20.00
40	12x13 to 16x24	27.00	22.50	21.00
50	18x22 to 20x30	28.00	23.70	22.00
54	15x36 to 24x30	29.00	24.50	22.50
60	26x28 to 24x36	30.00	26.00	23.25
70	26x34 to 30x40	32.00	28.75	25.25
80	30x30 to 30x50	36.50	32.25	28.75

		Double AA	Double A	Double B
25	6x 8 to 10x15	32.00	28.00	26.50
34	11x14 to 14x20	35.00	31.00	29.00
40	12x13 to 10x24	39.00	34.00	31.00
50	18x22 to 20x30	42.00	37.00	34.50
54	15x36 to 24x30	43.00	38.00	35.00
60	26x28 to 24x36	44.00	39.00	35.50
70	26x34 to 30x40	47.00	42.00	38.00
80	30x30 to 30x50	51.00	46.00	41.50
84	32x33 to 30x54	52.00	47.00	42.50
90	30x56 to 34x56	55.00	50.00	46.00
94	34x58 to 34x60	56.00	51.00	47.00
100	36x60 to 40x60	65.00	60.00	56.00

The schedule of discounts applying to quotations on window glass is as follows:—

For Zones B, C, D, E and F:—Single strength, "B," fourth, and "C" qualities, 25-inch bracket sizes, 88 percent; all brackets above this size, 87 percent; double-strength, "B" quality, all brackets, 87 percent.

For "A" quality, single-strength and double-strength glass, in all of the above-named zones, the discounts are two points higher than those named for "B" quality. Single-strength "C" quality is sold only in the following sizes:—6x8, 8x10, 9x12, 10x12, 10x14, 10x16, 12x14, 12x16 and 12x18.

The territory embraced in each zone is defined by manufacturers as follows:—

Zone A—Comprises the States of California, Oregon and Washington.

Zone B—Comprises the States of New Mexico, Arizona, Colorado, Utah, Nevada, Wyoming, Idaho and Montana.

Zone C—Comprises the States of Texas, Oklahoma, Kansas, Arkansas and Louisiana.

Zone D—Comprises the New England States.

Zone E—Comprises all territory within 100 miles of the Atlantic or Gulf seaboard outside of New England, Louisiana and Texas.

Zone F—Comprises the remainder of the United States not included in zones A, B, C, D and E.

The following boxing charges apply in all zones except Zone A on all orders for single-strength and double-strength glass:—

First three bracket sizes, 10c. per 50-foot box; above sizes, up to and including 100 united inches, 20c. per 50-foot box; sizes over 100 united inches, 40c. per 50-foot case; for glass packed 100 feet to the case the charges are double the amount charged for the same size packed 50 feet to the box.

The following fractional cutting charges apply:—Single strength, 1 fraction, 25c. per 50-foot box; 2 fractions, 50c. per 50-foot box; double strength, 1 fraction, 35c. per 50-foot box; 2 fractions, 70c per 50-foot box.

Witch hazel extract, distilled, N.F., barrels	gal.	.60 @	.80
Leaves, bales	lb.	.08 @	.09
Wood flour, domestic, bags	ton.	26.00 @	40.00
imported	ton.	33.00 @	35.00
shipment	ton.	31.00 @	—
Wormseed, American, bags	lb.	.09½@	.10
Levant, bags	lb.	4.00 @	4.15
Wormwood, bales	lb.	.09 @	.10

X

Xylene (xylol), 5 deg., works, drums	gal.	.45 @	—
tanks	gal.	.40 @	—
10 deg., works, drums	gal.	.38 @	—
tanks	gal.	.33 @	—
commercial, works, drums	gal.	.35 @	—
tanks	gal.	.30 @	—
nitration, works, drums	gal.	.55 @	—
tanks	gal.	.50 @	—
Xylidin, drums	lb.	.37 @	.39
Xylol (see Xylene).			

Y

Yara yara crystals, cans	lb.	1.50 @	3.00
Yellow:—			
Cadmium (see Cadmium sulphide).			
Chrome, C.P., dry, ton lots, barrels	lb.	.17 @	.17½
contracts	lb.	.17 @	—
in oil, cans	lb.	.40 @	.42
Dutch pink, barrels	lb.	.08 @	.10
Iron oxide, natural, barrels	lb.	.04 @	.05
precipitated, barrels	lb.	.08 @	.12
Mercury oxide (see M).			
Ocher, domestic, golden, barrels	lb.	.06 @	.07½
yellow, barrels	lb.	.01¾@	.02¾
French, dry, dark, casks	lb.	.02¾@	.02¾
dark, medium, casks	lb.	.03 @	.03¼
extra light, casks	lb.	.03½@	.03¾
light, casks	lb.	.03¼@	.03¾
light, medium, casks	lb.	.03¼@	.03¼
medium, casks	lb.	.03 @	.03¼
in oil, cans	lb.	.21 @	—
Zinc, barrels	lb.	.23 @	.26
Yellow dock root, bales	lb.	.09½@	.10
Yellow root (xanthoriza), bales,	lb.	.13 @	.14
Yerba santa leaves, bales	lb.	.09½@	.10
Yohimbine hydrochloride, vials,	oz.	2.60 @	2.80

Z

Zinc (see daily quotations in market report).			
Carbonate, technical, barrels,	lb.	.10½@	.11
U.S.P., precipitated, powdered, barrels	lb.	.28 @	.30
Chloride, fused, works, drums,	lb.	.05¾@	.06
granular, works, drums	lb.	.06½@	.06¾
solution, works, drums	lb.	.02¾@	.03¼
Cyanide, drums	lb.	.41 @	.46
Dust, car lots, barrels	lb.	.08½@	.08¾
less car lots, barrels	lb.	.09¾@	.11
Fluoride, barrels	lb.	.15 @	.20
Iodide, bottles, jars	lb.	5.20 @	5.70
Oxide, pigment, domestic, American process, commercial, lead free, car lots, bags	lb.	.06½@	—
barrels	lb.	.06¾@	—
less car lots, barrels,	lb.	.07 @	—
leaded grades, 5 p.c., car lots, bags	lb.	.06⅝@	—
barrels	lb.	.06¾@	—
less car lots, bags,	lb.	.06¾@	—
barrels	lb.	.07 @	—
10, 20 or 35 p.c., car lots, bags	lb.	.06⅝@	—
barrels	lb.	.06¾@	—
less car lots, bags,	lb.	.06¾@	—
barrels	lb.	.07 @	—
French process, green seal, car lots, bags	lb.	.10⅝@	—
barrels	lb.	.10⅝@	—
less car lots, barrels	lb.	.09¾@	—
red seal, car lots, bags,	lb.	.09¾@	—
barrels	lb.	.09⅝@	—
less car lots, barrels	lb.	.09¾@	—
white seal, car lots, barrels	lb.	.11¾@	—
less car lots, barrels	lb.	.11¾@	—
imported, green seal, ex dock, barrels	lb.	.10⅞@	.12
ex warehouse, barrels	lb.	.10⅞@	.12¼
red seal, ex dock, barrels,	lb.	.09⅝@	—
ex warehouse, barrels	lb.	.09¾@	—
white seal, ex dock, barrels	lb.	.12¼@	.13
ex warehouse, barrels	lb.	.10⅝@	.12¼
U.S.P., barrels	lb.	.13¾@	.18
Resinate, fused, dark, hard, barrels	lb.	.08⅝@	.09½
precipitated, barrels	lb.	.14 @	.14¼
Stearate, technical, precipitated, barrels	lb.	.24 @	.25
U.S.P., barrels	lb.	.24 @	.26
Sulphate, barrels	lb.	.03½@	.03¾
Sulphide, barrels	lb.	.30 @	.32
Sulphocarbolate, N.F., barrels,	lb.	.28 @	.30
Zinc-ammonia, chloride, casks	lb.	.05¼@	—
Zirconium oxide, natural, kegs	lb.	.02½@	.06
pure, kegs	lb.	.45 @	.50
semi-refined, kegs	lb.	.08 @	.10

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Muscle Shoals Bobs Up Again

Once again the Senate Committee on Agriculture and Forestry is attempting to force the Government of the United States into competition with private producers of power and electricity and private manufacturers of fertilizer materials. This learned body of engineers and agronomists, after having "given years of study to the subject," has recommended to the senate the joint resolution killed a few months ago by the pocket veto of President Coolidge, and argues fervently for the creation of a quasi-governmental corporation to operate the power and chemical plants at Muscle Shoals.

In launching its used and rejected "lighter-than-air" notion that the government should, and can, aid the people, and particularly the farmer, by undertaking an industrial role, the senate committee has seized upon an opportune moment. The newspapers of the country (those whose ownership is not tainted) are filled with the findings of the investigators of the "Power Trust." Great is the indignation of the lofty-minded public servants because the producers of electricity have deemed it necessary, and to an extent found it possible, to combine for the sake of economy. These wailers compare prices charged for electricity here with those obtaining in other countries; although fighting hard to defend certain American industries against the cheap-labor and cheap-power products of these same foreign lands. They do not even whisper the fact that the average price of essential fertilizer materials in the United States is now, and for months has been, below prewar levels. They do not indicate that their memories go back to government ventures in running, or attempting to run, railroads and steamship lines. They fail to point with pride to the enormous profits earned by that other government-operated public service, the handling of the mails.

The "years of study" to which the senate committee so proudly points in support of the decision it seeks, for which it would force the whole American people to pay so that a few, at best, might get cheap fertilizer along with free seeds, seem to have been devoted to a peculiar sort of textbook of political economy. Hear this graduation essay by these diligent students and judge in what manner of schooling the ideas have been acquired:—

The question is not whether the government shall acquire the property at Muscle Shoals [we quote from the committee's report in recommending the resolution] but rather whether it shall retain what it has already acquired through taxation; whether it shall continue [sic], as the original act provided it should, to operate Muscle Shoals in behalf of the people and whether it shall utilize that property to its fullest advantage in the development and cheapening of fertilizer.

These are governmental functions. Everybody admits they are **[italics are ours], and the present resolution has no other object than the proper handling of governmental property; the proper and fair continuance of governmental functions; and the preservation of property already owned by the Government of the United States.**

It is not a question of putting the government into business, but it is a question of protecting government property, the improvement of navigation, and the controlling of damaging flood waters. All these are governmental functions. The improvement of our national defense, the preservation of the fertility of our soil, the control of our navigable streams, and the protection of our people from the damaging destruction of flood waters are the primary reasons why this resolution should be passed.

One must agree with the learned senators that their proposal "is not a question of putting the government into business." It is only a question of trying to do so; to succeed in such an effort would be next to impossible. But, it is a question—a certainty—of putting the government, unwarrantedly and disastrously, into competition with business. It is a question of requiring the whole tax-paying population of the United States to make good deficits which undoubtedly will be the result of this attempt to prevent honorable industries from making an honest profit out of service to a small percentage of the people. This is not a governmental function, no matter what high-sounding phrases may be devoted to the concomitant functions of improving navigation and preventing damage by floods. The function of government goes beyond these two purposes only to the extent of utilizing the Muscle Shoals property for ordnance and experimental work and of supervising and regulating its industrial use if it is so to be adapted. These functions can be separated from the actual operation of the plants. It is the duty of the government to separate them; for only in their separation will the operation of the Muscle Shoals plants be profitable to the people of the United States and equitable to American industry.

Petroleum Cross-Purposes

In the matter of representation for deliberation and counsel, the petroleum industry is far too loosely decentralized. Not only does it have too many associations, but these many are sadly disarticulated. They overlap, but they do not join. There is no co-ordination of purpose among them. In consequence there is division of purpose, even, it seems, selected antagonism as a result of one organization's searching for something to do, which another is not doing.

The ideal organization scheme in any industry—alas! it is more of an ideal than a reality in the great majority—comprises a national association of producers and a national association of distributors, with a central, delegate body representative of both divisions. In many industries, as in the petroleum industry, the make-up should be tripartite in its representation:—(1) The producer of raw materials, (2) the manufacturer of finished products, and (3) the marketer. Each of these groups may need to be subdivided to give equitable representation to producers of a variety of materials, manufacturers of different but related products, and wholesalers and retailers. But, the mainstay of a perfect organization scheme is the central association in which all have a voice.

The petroleum industry has its associations of producers of crude petroleum, divided geographically, but not nationally organized. It has its associations of refiners, whose status is quite similar to that of the producers' organizations. It has two associations of marketers, which are not even geographically divided. It has its institute, or central body. But, this organization has, perhaps, as much antagonism as support in its relations with all the divisional organizations. In some directions the institute is well supported. In others, no opportunity to oppose it, apparently, is overlooked.

Sometimes this opposition is concerned with matters of major importance. For example, there has not been lacking in certain quarters a deal of adverse criticism of the endeavor to find a means of checking the wasteful overproduction and uneconomic refining of crude petroleum. It is difficult, indeed, to decide where this purpose really has support; where it is received but not accepted; where actually opposed. The ways of the petroleum industry with regard to the generally accepted relations of supply, demand, and price have always been somewhat mystifying. There can be no doubt, however, that the cultivation of universal understanding within the industry has not been carried far. There can be less doubt that much of the lack of co-ordination and co-operation is the result of this neglect.

In other respects, the antagonisms among the various organizations in the petroleum industry have been, and are, petty beyond words. This, obviously, is the result of the searching after different agenda, which has been mentioned herein before. One such controversy has but lately arisen. The American Oil Men's Association (one of the two marketing organizations) has entered upon the promotion of an exhibition of petroleum equipment in Chicago at the time of the annual meeting of the American Petroleum Institute in December. This exhibition will be held in a hotel other than that in which the institute will meet; because the American Petroleum Institute's policy is to devote its annual meeting to its own business exclusively. The question of whether this is the better policy is not of concern here. But, it cannot be questioned that the proposal to set up a counter-attraction for those who attend the convention is an ill-advised one.

The A. O. M. A. proposal is all the more difficult to grasp, because there has been talk of the remerging of this association with the other marketers' organization, the Independent Oil Men of America (the two have been wed and divorced several times), and the latter association announced some time ago its intention to hold an exhibition of equipment in Chicago within the next few months. In an industry with so much need for solidarity, such working at cross-purposes passes all understanding. It has been frequently stated that the petroleum industry needs a "czar." There is ample evidence to support an opinion that, at least, the dictatorship of a Mussolini is necessary.

Greases and Lubricants To Be Sold by the Pint

WASHINGTON, June 7, 1929.

A rule that greases and lubricating oils be sold by the pint instead of by the pound, and specifications for machines to dispense grease on this basis, changes in specifications for gasoline measuring devices, and charges that motorists of the country lose $20,000,000 annually through short measure of gasoline, were features of the annual meeting of the National Conference on Weights and Measures which closed a four-day session here today.

The conference opened Tuesday morning with an address of welcome by George K. Burgess, director of the Bureau of Standards. He gave a report of the meeting of the International Conference of Weights and Measures in Paris, and outlined the purposes of a number of bills pending in Congress which would affect standards, weights and measures.

Secretary Lamont Talks

Robert F. Lamont, Secretary of Commerce, addressed the conference and complimented the officials on their work in standardizing weights and measures. He said:—

These objects and these methods of procedure must carry the hearty approval of the Commerce Department. Weights and measures regulation is an economic necessity for the orderly conduct of commercial transactions and for the reasonable protection of those who buy and sell. Such regulation can only be effective when carried on as a function of the government, so that as state and local government officers you have a proper and vastly important service to perform. For you to carry on your duties with the greatest practicable amount of co-operation and with the least practicable exercise of the police power, and for you to proceed always upon the basis of information gathered from all available sources, are surely creditable lines of conduct.

Trade Practices and the F. T. C.

The work of the Federal Trade Commission relating to weights and measures was discussed by Herbert L. Anderson, chief examiner of the commission. He showed how the commission has investigated trade practices of many industries in its work of eliminating unfair methods of competition, and in the course of his remarks he said:—

Misrepresentation of paint and kindred products has formed the basis of many applications considered by the commission. This includes the adulteration of paint, the sale of turpentine and a low grade mineral oil as "Second Run" turpentine, the sale of paint as "Strictly Pure," which, in fact, contained a large percentage of calcium carbonate and distillates of petroleum, the sale of a product termed "Gold Seal Combination White Lead," when, in fact, said product contained no sulphate or carbonate of lead in amount greater than 1 percent of the total ingredients; the sale of paint as "U. S. Marine Paint" and "U. S. Quality Paint," which were not made for or according to any specification of the United States Government, or the United States "Navy Architectural Spar and Interior "Navq Architectural Spar and Interior Varnish," which, in fact, contained no turpentine, etc., all of which were condemned. None of these matters were reviewed by the courts with the exception of one of the combination white lead cases, Commission's Docket 1166. There the respondent was ordered to cease using the term "Combination White Lead" unless lead to the extent of 50 percent by weight appeared in the product. The order of the commission was affirmed by the United States Circuit Court of Appeals for the Second Circuit in 1926. A later investigation disclosed further evidence of violation, which was submitted to the court, and the respondent was fined $500 for contempt.

In the shellac industry there have been many cases similar in nature to those in the paint and varnish industries. One of the first cases considered involved the use of the name "American Shellac," as applied to a product containing no shellac gum. The product was, in fact, a shellac substitute. The order issued was in effect that if the word "shellac" was used without qualification the product must be pure shellac. The use of the word "shellac," accompanied by the word "combination," was permitted when shellac gum was the principal and predominant element and providing the word "combination" was in equally conspicuous type as the word "shellac." When the principal and predominant element of the product was not shellac gum, the term "Shellac Substitute" was permitted. (Docket 924.)

Increasing the weight of a product by the addition of foreign matter has been held by the commission to be an unfair method of competition. This practice at one time was common in the sponge industry and, as a result of the inquiry, orders to cease and desist were issued against tweny-five concerns. Sponges are sold on a weight basis, and it was found that substances such as glucose, sand, molasses, epsom salts, and lead were being used to load or dope the natural product.

Misrepresentation in connection with the sale of dairy feeds has also been involved in numerous proceedings. A typical case is where a concern was using the trade name "Purafiax" and represented in its advertising matter that the product was a flaxseed product. It was found that the product was made from screenings consisting largely of weed seeds with a considerable amount of chaff, and which yielded only a small percentage of flaxseed. The fat content was also much less than that stated. The party signed a stipulation agreeing to discontinue the use of such labels and advertising.

The edible oil industry at a conference also condemned the use of slack-filled containers and whether the net content is or is not marked on the container. This industry also condemned the use of odd size containers by adopting a resolution.

That there is a decided tendency on the part of business to rid itself of such manifestly unfair practices is indicated by the large number of industries who, at Trade Practice Conferences, have adopted resolutions condemning in some manner the use of practices peculiar to their own business.

A technical paper on the solution of air in gasoline was then delivered by Oscar C. Bridgeman, research associate at the Bureau of Standards for the Society of Automotive Engineers.

Grease Rulings Adopted

The new rules governing the sale of greases and heavy oils which are now sold by the pound were tentatively adopted at this meeting by unanimous vote after the committee in charge had proposed certain perfecting amendments. These rules will now be recommended to the states for inclusion in the state weights and measures law. Amendments adopted were mainly to exempt from the specifications any devices for weighing grease as dispensed which may be invented later, and also grease guns used on a flat-rate basis regardless of the amount of grease delivered, and to extend the non-retroactive features of the specifications as much as possible to include dispensing machines now in use which can be changed from the pound to the pint basis and be made to function within the tolerances established. The new rules were recommended to become effective July 1, 1930. The more important sections of these rules read:—

Definition

A mechanically operated grease-measuring and dispensing device, hereinafter referred to as a grease-measuring device, is a mechanism or machine adapted to measure and deliver grease or transmission oil by definite volume. This definition is not to be construed to include devices which are obviously designed and intended solely for high-pressure lubrication of bearings and similar parts, or devices employed solely in operations where a flat rate is charged for the operation and no variation in the charge is made

(Continued on page 40)

Gasoline Import Tax May Be Increased by Australia

WASHINGTON, June 4, 1929.

The conference of the state premiers of Australia has recommended that the net duty on gasoline should be increased from threepence to fourpence per gallon for road purposes, according to a radiogram to the Department of Commerce from the trade commissioner at Sydney. Strong opposition to this recommendation is reported in that country, however, and its approval is not assured.

Kettleman Hills Drilling Suspension Seems Likely

An agreement to suspend operations on the middle dome of the Kettleman Hills field until January 1, 1931, has been signed by many of the factions operating in that area. As unanimous agreement is necessary to put the pact into effect, it was left in Los Angeles for additional signatures by George Otis Smith, representing the Secretary of the Interior.

A majority of operators and companies with holdings on middle dome also have holdings on north dome and would be willing to agree but some permitees and lessors who have no holdings on north dome may seek some other agreement.

The Secretary of the Interior has given instructions that for the time being no more drilling patents will be granted nor any more leases be given at Kettleman Hills.

Oil Conservation Legality Test Case Now Pending

The Federal oil conservation program will undergo its first court test in the District Court of Columbia when a suit filed by Ethel M. McLennan of Sacramento, Cal., challenging the legality of Secretary Wilbur's action in cancelling her application for a permit to prospect for oil and gas without having given her a hearing, comes up for judgment.

In her suit, which named Mr. Wilbur as defendant, the Sacramento woman maintained she was qualified under the leasing act to hold a prospecting permit and argued that the Interior Secretary had exceeded his authority in directing that her application be rejected.

Interior Department officials believe that if the secretary is restrained in the administration policy, the conservation of oil and gas on government land will be impossible.

Kentucky Color Acquires National Ultramarine Co.

The controlling interest of the National Ultramarine Company, Norwood, Ohio, has been acquired by the Kentucky Color & Chemical Company, Louisville, Ky., which company will direct the sale of the former company's output of ultramarine blues.

The reorganized and refinanced National Ultramarine Company will be headed by Neil B. Conley, president; Sevier Bonnie, vice-president and sales manager; Robert Bonnie, treasurer, and James F. Pflum, secretary. The directors of the company are Milton F. Conley, Neil B. Conley, Arthur W. Clark, Sevier Bonnie, George A. Goodell and Robert P. Bonnie.

Neil B. Conley

U. S. G. Anderson, formerly connected with the National Ultramarine Company, several his connections with that company some time ago.

The Kentucky Color & Chemical Company will accomplish distribution of National Ultramarine blues by a combination of sales representatives of both organizations, as well as through the Kentucky Color & Chemical Company's own salesmen and Brooklyn branch in charge of Hugh Holton.

Grand Rapids Varnish Co. Loses Desist Order Plea

CINCINNATI, June 4, 1929.

The Federal Circuit Court of Appeals today denied the motion of the Grand Rapids Varnish Company to dismiss the application of the Federal Trade Commission for an affirmation of its cease and desist order against the company. The company was granted permission to file an answer to the application before the court begins hearings.

The motion to dismiss was based on the fact that the commission's order had been amended after being issued, and the company declared that the commission's application for an enforcement order must show violation of the order since the date of amendment. The order concerns commercial bribery and is one of the first of this sort issued by the commission. A brief as amicus curiae was filed by the American Paint and Varnish Manufacturers' Association and the National Association of Purchasing Agents, represented by attorneys W. E. Leahy and M. Q. MacDonald, of Washington, and Sidney G. Stricker, of Cincinnati. The commission was represented by James T. Clark and the Grand Rapids company by Daniel J. Ring and Harvey T. Jacobs, of Washington.

Yates Pool Operators Ask Output Increase July 1

An increase of the allowable output of crude petroleum in the Yates pool from 100,000 barrels to 130,000 barrels daily was petitioned in a resolution passed by Pecos county operators June 3 and submitted to the Texas Railroad Commission for approval. The resolution requested that the increase commence July 1 and extend to the end of the current year.

When proration first went into effect in this pool, more than two years ago, the allowable output was placed at 30,000 barrels daily, and increased, until on May 10 last, this figure was advanced from 87,000 barrels to 100,000 barrels. In the event that the request is granted the companies benefitting to the greatest extent will be the Transcontinental and Mid-Kansas Oil companies, whose outputs will be increased from about 47,000 barrels daily to 60,000 barrels.

Smith, Kline & French and V.H.Smith & Co. to Merge

Consolidation of the wholesale drug houses of Valentine H. Smith & Co. and the Smith, Kline & French Company, both of Philadelphia, has been approved by the boards of directors of the two organizations and the plan will be submitted to the stockholders of each for approval. Subject to the approval of the latter the consolidation will become effective July 1.

Under the terms of the agreement approved by the directors, two organizations will be formed out of the merger, Smith, Kline & French, Inc., and the Smith, Kline & French Laboratories. The first of these will handle the consolidated jobbing business with the following officers:—Chairman of the board, C. Mahlon Kline; president, Walter V. Smith; vice-president, J. Mahlon Buck; secretary, Howard E. Smith; treasurer, J. L. McCurdy. The Smith, Kline & French Laboratories will concentrate on the specialty and manufacturing business of the present two units. C. Mahlon Kline will be president, and the remainder of the officers and board of directors will be the same as the present officials of the Smith, Kline & French Company, except that Walter V. Smith will join the board of directors.

Valentine H. Smith & Co., Inc., will retain and continue to market its specialty, "Tussodyne," but otherwise all the business of the present companies will be distributed as indicated above.

The business of Valentine H. Smith & Co., Inc., was established in 1830 and incorporated in 1890. In September, 1928, it acquired Robert Shoemaker & Co., one of the oldest wholesale drug houses in Philadelphia. The Smith, Kline & French business was established in 1841. It was incorporated by Mahlon K. Smith and Mahlon N. Kline in 1888. The title was changed to Smith, Kline & French Company in 1891.

Alcohol Permit Denied At Washington Hearing

WASHINGTON, June 3, 1929.

The Supreme Court of the United States today denied the application of the Elsinore Perfume Company for a review of the revocation of its permit to withdraw specially denatured alcohol.

The permit was revoked January 17, 1928, by Maurice Campbell, federal prohibition administrator for New York, but was later restored by Judge Grover Moscowitz of the federal district court, who declared that the administrator's action was not based on competent legal evidence but on suspicion, speculation and surmise. This action was reversed by the circuit court of appeals in March, 1929. In its request for review, the company asserted that the national prohibition act does not apply to denatured, non-beverage alcohol and that prohibition enforcement officials have no jurisdiction over denatured alcohol or users of it.

Obituary

Nelson C. Robbins

Nelson C. Robbins, formerly president of the Robbins Varnish Company, St. Louis, died June 7 after a rather extended period of ill-health. He was seventy-seven years of age. He was a native of St. Louis. His business career began in 1871, when he joined the firm founded by his father, Alexander Robbins, finally becoming its president in 1902. In 1896 he was president of the St. Louis Paint, Oil and Varnish Club. He was unmarried, and a brother, Cyrus G. Robbins, retired vice-president of the company, survives.

Obituary Notes

Harriet Winfield Gibson, head of the Chemical Research Bureau of the E. I. du Pont de Nemours Company during the World War, died June 2 at her home in Harrisburg, N. J. Mrs. Gibson received a Ph.D. degree from Columbia University and was a member of the American Chemical Society.

John Calder Hebden, vice-president and general manager of the Dyeing Processes Corporation, of Providence, and co-inventor of the Franklin dye process, died June 4, at Providence, while on a business trip to that city. Mr. Hebden was a resident of Brooklyn, and a member of the American Chemical Society, the American Institute of Chemical Engineers, the Society of the Chemical Industry, the Societe de la Chemie Industrie of France, the Chemists' Club, this city, and the University Club, Providence.

Walter Wilkins, oil land owner of Central City, Kan., died at that city June 3, from a heart attack. He was sixty years old. Mr. Wilkins controlled many oil leases in that territory and was a well-known figure in western Kentucky, as well as serving in the state legislature.

Pharmaceutical Manufacturers Endorse Work of the Department of Agriculture

Multiple Seizure Provision Praised by Dunn —Baketel Is President—Semi-Annual Meeting at Washington

OLD POINT COMFORT, Va., June 6, 1929.

The activities of governmental departments and problems of distribution, publicity and standardization were the principal subjects considered at the twenty-second annual meeting of the American Pharmaceutical Manufacturers' Association at their sessions held here, in the Hotel Chamberlin-Vanderbilt, June 3 to 6.

The more important accomplishments of the convention are embodied in the following resolutions:—

Resolutions Passed

No. 1

Resolved, That the association endorse the recommendations made by President McNeil in his annual address, namely:—

1. That the incoming administration issue a questionnaire to members to ascertain the association action desired by them during the next year and formulate a program accordingly.
2. That the semi-annual meeting be held in Washington, in conjunction with a meeting of the research board.
3. That a part of the semi-annual meeting be given to associate members for the presentation of any matter of interest to active members.
4. That the association actively cooperate with the American Medical Association in the advancement of the professions of manufacturing pharmacy and medicine.

No. 2

Resolved, That the association recommend the creation of a special committee duly representing the professions of manufacturing pharmacy and medicine to confer with the United States Department of Agriculture upon the labeling of pharmaceutical products in order that the principles of such labeling shall be clearly and duly defined for the information of all concerned.

No. 3

Resolved, That the association contact with the leading medical colleges in the advancement of the science of manufacturing pharmacy.

No. 4

Resolved, That the association endorse the efforts of the American Pharmaceutical Association to create a pharmacy corps in the United States Army.

No. 5

Resolved, That greater economy and efficiency in distribution be the primary subject of consideration at the next annual meeting in order to continue the study so efficiently begun this year.

No. 6

Resolved, That the association express to the United States Department of Agriculture appreciation of the constructive co-operation given to the joint contact committee.

No. 7

Resolved, That the association express to R. Lincoln McNeill its deep and grateful appreciation of his distinguished and able administration of its affairs during the past two years which has made the association of large service to manufacturing pharmacy.

New Officers

The complete list of officers elected at this year's meeting is as follows:—

President, H. Sheridan Baketel of Reed & Carnrick, Jersey City; Vice-Presidents, E. P. Crowe of the National Drug Company, Philadelphia, and H. Osterman of Central Pharmacal Company, Seymour, Ind; Secretary, J. G. Searle of the G. D. Searle Company, Chicago; Treasurer, F. A. Mallett of Standard Chemical Company, Des Moines.

The following were elected to the board of directors:—R. Lincoln McNeil of Robert McNeil, Philadelphia; F. A. Rostofer of the Columbus Pharmacal Company, Columbus, Ohio, and C. D. Smith of the C. D. Smith Pharmacal Company, New York.

It was also voted that a new office be created, namely, president of the board of directors. This office has been assumed in the past by the president of the association but it is now deemed best to establish them as separate offices.

International Expansion

An interesting development of the meeting was that the association had became international in its scope, as one British and two Canadian firms had been welcomed to membership.

Government Representation

The attendance of J. J. Durett, chief of drug control of the United States Food, Drug and Insecticide Administration; J. M. Doran, Commissioner of Prohibition, United States Treasury Department, and C. C. Concannon, chief of the chemical division of the Bureau of Foreign and Domestic Commerce, reflected the attitude of co-operation which is being fostered between the various governmental departments and the industry. L. G. Nutt, secretary in charge of Narcotic Control of the United States Treasury Department, and Walter G. Campbell, director of regulatory work of the United States Department of Agriculture, both wired their regrets at their inability to attend.

Medical Aspect Injected

It was significant to note that a physician, H. Sheridan Baketel, was elected president and that four physicians were among the speakers. This serves to bear out the resolution passed calling for closer affiliation with the medical profession, by the association, in the advancement of science.

Charles Wesley Dunn, association counsel, addressed the convention at the closing session and the more important points in Mr. Dunn's remarks will be found in the report of the Thursday's session.

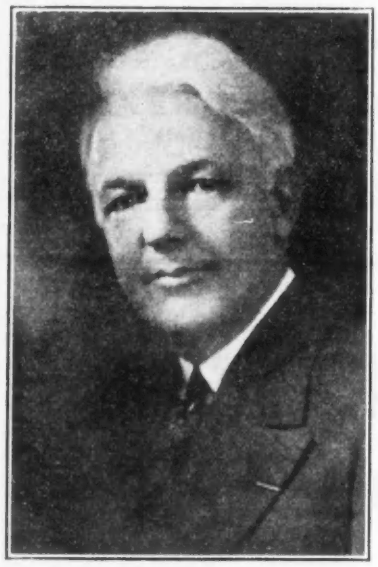
The entertainment features were many and diversified due to the ideal location of the meeting place, which afforded the entertainment committee an opportunity to carry out their splendid program.

First General Session

Monday Forenoon, June 3

The first general session of the convention was called to order at 10 a. m., Monday, by the president, R. Lincoln McNeil. A short prayer, by Chaplain McBride of Fortress Monroe, followed. Roll call was then taken, and twenty-

(Continued on page 41)



Dr. H. Sheridan Baketel
New A. Ph. M. A. President

Dr. H. Sheridan Baketel, newly elected president of the American Pharmaceutical Manufacturers' Association, is the president of Reed & Carnrick, Jersey City.

Dr. Baketel was born November 15, 1872, at Hopedale, Ohio, the eldest son of Oliver Sherman Baketel, D. D., editor of the Methodist Year Book. He was educated at Phillips Exeter Academy, Dartmouth College and Holston College. He has been president of Reed & Carnrick since 1925; professor of preventive medicine and hygiene at the Long Island College Hospital since 1915; co-founder and editor of Medical Economics since 1923; a Fellow of the American College of Physicians, and a member of the American Public Health Association, the American Medical Association, the New York Academy of Medicine, the American Medical Editors' Association, the American Drug Manufacturers' Association, the American Biological Association, the American Association of Military Surgeons, and the State Medical Societies of New Hampshire, New York and New Jersey. Mr. Baketel has also been connected with the United States Army medical work for some time, being a colonel of the Medical Reserve Corps since 1924, after having been commissioned in the army as a first lieutenant in 1912. He saw thirty-three months of active service during the World War, and is now in command of the United States General Hospital No. 79.

Dr. Baketel married Corinne Phillippe Sellers, Philadelphia. They have one son, H. Sheridan Baketel, jr., of New York.

Included among Mr. Baketel's fraternal organizations are the Alpha Kappa Kappa medical fraternity, which he founded in 1895; Beta Theta Pi, of which is a former president; and Theta Mu Epsilon. His club affiliations include the Crescent Club, Brooklyn; Dartmouth Beta Theta Pi; Town Hall and Fraternity, New York; Yountakah Country, Nutley, N. H.; Kiskawanna Country of Brewster, N. Y.; the Army and Navy, Washington; and St. Vincent's London.

Chemical Manufacturers' Association Discusses Tariff and Trade Outlook

Retiring President Suggests That Unification of Industry in Organization Be Studied—Lammot DuPont Succeeds Henry Howard

WILMINGTON, June 7, 1929.

The tariff and the trade outlook were the major topics at the annual meeting of the Chemical Manufacturers' Association, which closed here today. A unique feature of the meeting was a dinner, last evening, in company with the Synthetic Organic Chemical Manufacturers' Association, which has been here for two days also, on its annual meeting.

The two associations joined in a discussion of the tariff at an executive meeting of the executive committee of the Chemical Manufacturers' Association and the directors of the Synthetic Organic Chemical Manufacturers' Association, this morning. Discussion of several phases of the tariff policy of the latter organization was the principal business at a general meeting Thursday, at noon, preceding the association's golf tournament. Some slight difference exists between the tariff views of the two associations. On the whole, the interest of both lies more in the administrative phases of the tariff revision bill than in the schedules. It has been and is the purpose of the chemical manufacturers to assist in eliminating all question of the constitutionality of the flexibility provisions of the tariff act. Their tariff program has this purpose chiefly in view.

There was some discussion, in the meetings and informally, of the wisdom and feasibility of bringing about unification of the two associations, or greater co-ordination of their activities, at least. This subject was broached in the annual address of the president of the Chemical Manufacturers' Association. It will be studied by the boards of the two organizations.

The New Officers

The Chemical Manufacturers' Association elected the following officers:—President, Lammot duPont, of E. I. duPont de Nemours & Co., Wilmington; vice-presidents, William B. Bell, of the American Cyanamid Company, New York, and W. D. Huntington, of the Davison Chemical Company, Baltimore; treasurer, Philip Schleussner, of the Roessler & Hasslacher Chemical Company, New York; secretary, John I. Tierney, Washington. The election

(c) Ellis

Lammot duPont
New President of C. M. A.

of Mr. duPont as president is looked upon as an indication of a movement toward closer relations with the synthetic manufacturers' association.

The new members of the C. M. A. executive committee are S. W. Wilder, of the Merrimac Chemical Company, Boston, chairman; Dr. Charles L. Reese, of the E. I. duPont de Nemours & Co., Wilmington; William H. Bower, of the Henry Bower Chemical Manufacturing Company, Philadelphia; C. W. Millard, of the General Chemical Company, New York; H. L. Derby, of the Kalbfleisch Corporation, New York; George W. Merck, of Merck & Co., Rahway, N. J.; J. A. Rafferty, of the Carbide & Carbon Chemical Company, New York.

Address of the President

Henry Howard, of the Grasselli Chemical Company, Cleveland, who had been president of the association since 1926, and chairman of the executive committee for twenty-two years before that, retired from the official family of the Chemical Manufacturers' Association. In his address for the presidential office during the past year Mr. Howard said:—

Holding the meeting outside of New York, as we are doing this year, is not an innovation, but is a return to the custom of older days. These out-of-town meetings have always been most delightful and are valuable in that they give a much better opportunity for those present to get well acquainted than is possible at a meeting held in New York.

One of the most useful activities of the association has been in connection with our periodic tariff revisions—and

Henry Howard
The Retiring President

what we are most interested in now is the tariff bill in the making. The association, as usual, has been of great assistance to many of our members.

This meeting finishes my last activity as president of the Chemical Manufacturers' Association—it is the end of twenty-five years of continuous service, starting as chairman of the executive committee in 1904 and held in that office until June, 1926, when I became president. It has been an outstanding chapter in my life, not only on account of the very interesting problems involved, but because of the many personal friendships which have resulted.

In retiring as president, I wish to offer the thought that perhaps the interests of the chemical industry of the United States could be better represented and at less cost, if the various associations connected with our indsutry were all brought together in one organization, possibly somewhat along the lines of the Chemical Alliance, which functioned so well during the war.

Business Situation and Outlook

The chemical manufacturers were warned by Virgil Jordan, chief economist of the National Industrial Conference Board, to expect, but advised not to be unduly influenced by, depression in those lines of business which have made the high points in prosperity in the past few years. The depression would not be serious, the speaker said, and it should be faced rather than dodged.

Mr. Jordan based his prediction on high money rates, the slump in prices for agricultural products, and the uncertainty arising out of the prolonged discussion of the tariff revision. High money rates, he said, would not directly cause depression, but their influence would be felt by reason of their retarding of the rate of business expansion. He emphasized the need of slow and steady constructive effort to assure permanency of prosperity, holding this to be incomparably superior to the "speed and spread" idea.

Mr. Jordan's talk, which was given at the first session, Thursday forenoon, was built up to the following points:—

The present business situation is a natural and logical result of the conditions that have been developing during the past year in the stock market, in certain key industries and in agriculture. The growth of speculation in securities, in the face of the praiseworthy determination of the Federal Reserve System to protect the banking position and the credit resources of the country, has meant a period of the highest money rates since the war, which is likely to continue until the security market and security values have been readjusted to fit a normal and rational judgment of industrial and trade prospects.

The whole situation must be ascribed in large part to the inflationary psychology which has permeated the business and financial world in recent years, leading to an unprecedented demand for the pur-

(Continued on page 53)

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Paint, Varnish, Lacquer Materials

Spot Casein Market Reduced—Primary Market Stronger—General Market More Active —Varnish Gums Livelier

Broader operations in the consuming field reflected in the market for paint and varnish raw materials last week, in the form of increased inquiry for practically all products. Although improved, buying was not very extensive but sellers were satisfied by the frequency of the inquiries and expected material developments over the coming week. Varnish gums were particularly indicative of this condition and from the number of inquiries received, varnish makers showed signs of emerging from the hand-to-mouth attitude that has characterized their buying operations during the season. Price developments for the week were few and the spot position of casein was of outstanding interest. Prices for all grades were off, despite contradictory conditions in the primary markets. A concessionary attitude among the local sellers in order to stimulate buying was attributed as the cause for fractional declines in prices. Large buyers, however, were disinclined to enter the market although it was believed that they were not very liberally supplied. A converse position was shown in the primary markets as the latest cable reports from Argentina stated that current production has decreased considerably and higher prices were indicated. The replacement demand for pigments was heavier this week by virtue of heavier consuming activities and consequent reductions in warehouse stocks. Lead and zinc pigments were the favorites, and one of the large producers of lead derivatives stated that last week's sales were greater than those of any previous week this Spring. The remaining items were without price development and otherwise unfeatured with the exception of a general improvement in the call from the consuming trade.

Construction work in the Metropolitan area proceeded without interruption and the recent break between the trade unions will be arbitrated on June 20.

New building and engineering work contracted for in the Metropolitan district of New York during the month of May revealed a decline when compared with the preceding month's record and the total for the corresponding month of last year, according to F. W. Dodge Corporation. The total, $98,403,300 in amount, was 35 percent below the April, 1929, total and 33 percent less than the May, 1928, total.

When last month's total was segregated, the following classes were found to be worthy of mention:—$41,772,500, or 42 percent of all construction, for residential buildings; $20,553,800, or 21 percent, for commercial buildings; $14,502,000, or 15 percent, for public works and utilities; $6,691,500, or 7 percent, for hospitals and institutions, and $6,168,800, or 6 percent, for educational projects.

The May contract record brought the amount of new construction work started in the Metropolitan area since the first of this year up to $505,811,600, as compared with $649,974,200 for the corresponding period of a year ago, the decrease being 22 percent.

Current prices on paint, varnish and lacquer materials are listed in the alphabetical arrangement of current market quotations beginning on page 5.

Broader operations in the consuming field reflected in the market for paint and varnish raw materials last week, in the form of increased inquiry for practically all products. Although improved, buying was not very extensive but sellers were satisfied by the frequency of the inquiries and expected material developments over the coming week. Varnish gums were particularly indicative of this condition and from the number of inquiries received, varnish makers showed signs of emerging from the hand-to-mouth attitude that has characterized their buying operations during the season. Price developments for the week were few and the spot position of casein was of outstanding interest. Prices for all grades were off, despite contra- noon and other last-moment market developments are reported on page 2.

Price Changes

Prices were changed during the week as follows:—

Advanced	Reduced
Gum copal, East Indian bold, scraped, ½c. per pound.	Casein, domestic, ½c. per pound.
	Argentine, ¼c. per pound.
	Gum copal, East Indian pale, nubs, ½c. per pound.
	Pontianak, selected bold, 1c. per pound.
	chips, ½c. per pound.
	Gum sandarac, ½c. per pound.

Comparative Values

Index numbers compiled from eleven typical paint and varnish materials on the basis of a normal of 100 for August 1, 1914, compare as follows:—

Last week.	Prev. week.	Last month.	Last year.
155.6	155.6	155.6	151.1

Price changes made Saturday up to noon and other last-moment market developments are reported on page 2.

Metallic Lead and Zinc

The market for pig lead appeared to be in stronger hands last week and the lower prices that resellers had been offering for the past six weeks were not in evidence last week. Larger buyers had more confidence in the market due to its continued steadiness and sellers expected a drastic improvement over the next few weeks. Considerable interest has been shown in futures. The London market was slightly higher by comparison, but fluctuated frequently. Sellers there were unable to bring the market up to £24, but with the general elections passed, a better tone was expected. Lead stocks in the United States and Mexico, May 1, totaled 156,484 tons as compared with 158,149 tons on April 1, and 161,207 tons on May 1, 1928, according to the American Bureau of Metal Statistics. Lead ore receipts by the United States and Mexican smelters were 76,692 tons in April, as compared with 76,620 tons in March, and 66,875 tons in April, 1928.

Slab zinc occupied an unchanged position. The market held the steadiness of the previous week, but was not as closely controlled as the lead market. The East St. Louis market was quoted at 6.60c. per pound, but it was not diffcult to do 6.55c. per pound. The London market was soft in midweek, but improved at the close and a better tone was expected next week. Unless the demand improves, a lower production program was planned by the producers. Buyers, however, were not very well stocked and a buying drive was expected shortly.

Lead Prices

Prevailing spot prices at New York, East St. Louis and London for the period from June 3 to June 7, inclusive, are detailed in the following table:—

	Pigs				
	Per pound		Spot London Per ton		
	New York.	E. St. Louis.	£	s.	d.
Monday	$0.0700	$0.0680	23	10	0
Tuesday	.0700	.0680	23	12	6
Wednesday	.0700	.0680	23	15	0
Thursday	.0700	.0680	23	13	9
Friday	.0700	.0680	23	12	6

Zinc Prices

Prevailing spot prices at New York, East St. Louis and London for the period from June 3 to June 7, inclusive, are detailed in the following table:—

	Slabs				
	Per pound		Spot London Per ton		
	New York.	E. St. Louis.	£	s.	d.
Monday	$0.0685	$0.0660	26	10	0
Tuesday	.0685	.0660	26	10	0
Wednesday	.0685	.0660	26	8	9
Thursday	.0685	.0660	26	10	0
Friday	.0685	.0660	26	8	9

Joplin Metal Markets

JOPLIN, June 5, 1929.

Ore prices in the tri-state district remained steady during the past week. Prime Western grades of zinc were maintained at $44 per ton, while high grades were held at $46 per ton and floats at $41 per ton. Lead concentrates were maintained at $90 per ton.

Demand for zinc was disappointing, sales for the week amounting to 9,300 tons, which was less than production by about 2,000 tons. It is planned, however, to reduce production still further in the near future unless demand increases. Lead was in good demand but sales were less than production, the latter amounting to 12,700 tons. Lead output is also being curtailed, and it is expected that the output in the near future will run below 12,000 tons weekly.

Pigments

A sharp increase in the demand for lead derivatives was of dominant interest in the pigment field last week. In reflection of better weather conditions during the past month, jobbing stocks were reduced measurably and replacement orders to producers were of good proportions. One seller declared that the sales movement during the past week surpassed that of any previous week this Spring. Zinc oxides also shared the general good position of lead products, while other pigments

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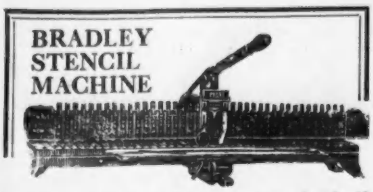

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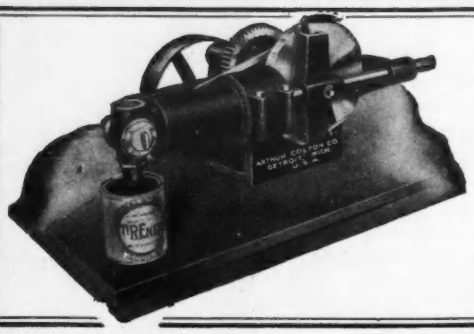

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passed without important developments. Replacement sales of all items have been heavy during the month thus far and in most cases showed substantial increases over the corresponding period of the previous month.

White Lead.—Heavy replacement orders from jobbing interests during the past two weeks gave a stronger tone to prices, although there was no previous evidence of price shading. Basic carbonate material at 9c. per pound and basic sulphate at 8½c. per pound still remained at the market figures and contracts were protected against decline until August 31. Included in the bids wanted June 13, according to circular 76 by the Quartermaster at Carlisle Barracks, Pa., is one for 6,000 pounds of white lead.

Red Lead.—Shared the same general position with other lead oxides and was featured with an increase in the replacement demand. Prices were named at 10½c. per pound and no change was looked for. The jobber to consumer movement of materials was also heavy, according to the calculations of the producers and replacement demand should continue heavily over the next few weeks.

Litharge.—Stocks in jobbers' warehouses were lessened during the week as the result of broader consuming operations and a natural reflection was felt at the producing centers in the form of increased replacement demand. Prices were firm and there was no evidence of diversion from the schedule.

Lithopone.—Prices were held at their previous levels and showed no signs of weakness as the result of the competitive strain. Inquiry for off-color material was not as heavy as sales made during the past few weeks, and consumers of this grade were well supplied for their requirements. Contract withdrawals were of regular size and frequency and interest was centered in the progress of the tariff bill under consideration in the Senate.

Zinc Oxide.—Continued to move heavily toward the consuming channels and prices were firm based on the steadier position of slab zinc. Replacement demand has been heavier during the past fortnight as a reflection of a decrease in warehouse stocks and broader operations in the consuming field.

Dry Colors

Price stability of all colors at the selling markets was the outstanding feature of the market. A good movement of supplies into consuming hands continued over the week and the consistency of demand of this character has held prices soundly. There was no visible evidence of price shading for either metallic earth or chemical colors. The activity in the paint trade was evidenced by the increased replacement demand for light shades and sales to other industrial outlets were of good volume. Greens were in good demand and the strength of chrome color prices continued to feature the group.

Blacks.—Prices were unchanged for the entire line and no recession in the good proportional movement of materials was witnessed. Carbon black continued to feature the market due to unusual activity in the rubber industry. Commercial lamp and grinders' were also strong, although the former was subject to competition between the selling factors and occasional shading was not doubted.

Browns.—The sales movement of browns for the month thus far has been very satisfactory, according to representative sellers in the local market, and was somewhat over that of the corresponding period of the previous month. American and Spanish sienna were still on a competitive basis, but prices were held at the established schedules. Turkey was in for a better call and prices were held at unchanged levels.

Blues.—The non-bronze blues continued firmly at 35c. to 37c. per pound and the week failed to show any evidence of concessionary attitudes among the sellers. Bronze colors did not share the same general positiveness as non-bronze shades, but were firm and in fair demand.

Greens.—The strength of c.p. colors was of outstanding interest in the market. All factors continued to quote unchanged prices although some were inclined toward a higher market. Commercial and grinders' greens were featured with a good call from the consuming trade and the remainder of the line passed the week without alteration.

Reds.—A good consuming demand and firm prices were of reigning interest last week. Toner and toluidin colors were the leaders of the chemical group and metallic red earth and turkey red proceeded steadily and at firm prices. Purple lake and vermilion were also strong with a growing inquiry for the former.

Yellows.—New developments on the market were lacking. Contract movement of material was well up to commitments and prices were maintained at their past levels. Chrome colors and ocher moved steadily and surpassed the interest displayed in other shades.

Colors in Oil

Sales to retail stores in the Metropolitan area were heavier as the season progressed. Manufacturers stated that replacement orders were as heavy as could be expected considering the bad weather at the beginning of the season. Movement of materials to ultimate consuming hands was more rapid than in recent weeks and an increased demand for replacement supplies was expected over the next few weeks. Sales were billed at the prevailing schedule, as far as could be learned.

Varnish Gums

Signs of emerging from a hand-to-mouth buying attitude was displayed by varnish makers during the past week. Activity in consuming centers was conducted on a broader scale and inquiries received by the local sellers of varnish gums were more frequent and involved greater proportions than in previous weeks. Record producing activities in the automotive industry were attributed as the cause for the improvement and practically all sellers reported that sales volume for the month thus far surpassed that of the corresponding period in May. Generally, the price structure was somewhat stronger due to supply and demand conditions in the primary markets. The Singapore and Macassar markets strengthened based on recent cable quotations, but reflections failed to reach the local market. The accumulation of stocks of some grades of Pontianak was responsible for lower prices in some quarters. Pale East India nubs and some grades of black East India comprised the changes in the market for copals. Sandarac was lower at latest sales.

Copal.—The East Indian variety supplied the chief developments to the market. Pale bold nubs were lower at 16c. to 16½c. per pound by virtue of increased offerings on spot while black bold half-scraped gum was a trifle higher at 7¼c. to 7½c. per pound. Spot scarcity and smaller offerings from the primary markets were given as the reason for the advanced price of the latter. Other grades of East India black bold were in good supply. Selected Pontianak was cut 1c. per pound and current quotations were named at 18c. to 18½c. per pound, although some factors were still quoting at former levels. Manila and Congo gums were without change and consumers' interest for the entire line was more pronounced over the week.

Dammar.—Prices for Singapore material were held without difficulty on the strength of the primary market. In some cases quotations from abroad were a trifle higher, but it was doubted that higher prices would reflect here. Sellers were working on a wider margin since the advances of a few weeks ago, and the current demand was not of sufficient dimensions to warrant an upward revision. Batavia gum was quiet but somewhat improved over last week.

Elemi.—The market passed the week without change. Spot supplies were still scarce, but the call from the consuming trade was poor and insufficient to create higher prices that were advocated by some sellers.

Ester.—An improvement in demand was visible in some quarters, but the market for both grades was still soft and prices were subject to shading. Producers were concessionary in their attitude toward the local sellers, in an effort to activate the movement of materials. Surface prices were named at 8¼c. to 8½c. per pound for dark and 8¾c. to 9c. per pound for light.

Kauri.—The call from varnish makers was improved over the week, but prices were unchanged. Some sellers reported the primary market to be in a stronger position, and indications of a 5 percent rise in prices were given. Government stocks were reported sold in New Zealand, and suppliers there were bartering for all available gum. This condition, however, was not universally reported, and some sellers were of the opinion that despite primary conditions the market could not entertain an advance until a better demand set in.

Paracoumarone.—All grades were without feature other than the regular movement of supplies into consuming channels. Prices were maintained at 7c. to 12c. per pound, dependent upon quality, and no change was expected.

Other Paint Materials

General good movement of supplies into consumers' hands featured the markets comprising this group. Replacement supplies were of greater proportions, due to improved weather conditions. Casein was the center of most interest. Large buyers were still reluctant to enter the market, although prices were somewhat lower on spot. Conditions abroad were quite firm, particularly in South America, where production was declining considerably. Consumers' response to the recent advance in the price of V.M. and P. naphtha was not as evident last week, but the movement of materials into regular consuming channels was

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seady and fully up to sellers' expectations.

Bronze Powder.—Prices were unchanged over the week, with gold named at 60c. to $1.30 per pound and aluminum at 65c. to $1.20 per pound. The demand was also unchanged from last week and generally steady through regular consuming outlets.

Casein.—While the large buyers were still unwilling to enter the market, this material was the center of much concern. The spot market was somewhat lower over the week and sellers were concessionary in their attitude, in order to stir interest among the consuming industry. Domestic was named at 15¼c. to 15½c. per pound, domestic fine mesh was offered at 16c. to 16¼c. per pound and Argentine standard ground was ¼c. per pound lower at 15¼c. to 15½c. per pound. Fine ground was also lower at 15¾c. to 16c. per pound. The primary markets, however, were strong, particularly Argentine, where production has decreased considerably, according to the latest cable reports. French material was unchanged and did not share the same amount of interest as other varieties. The progress of the tariff bill was still the subject of much interest in the market and sellers believed that the domestic dairy interests would continue their efforts in the Senate to boost the existing tariff schedule.

China Clay.—The market passed the week without change in price or position. Demand from the consuming trade, while spotty, was much improved over the past few weeks. As far as could be ascertained, sellers were not disposed toward concessions, and quotations were named at the schedule.

V. M. and P. Naphtha.—The increased interest that was shown by consumers in response to the recent advance in price was not as lively last week. The demand continued steady, however, and was chiefly confined to regular consuming outlets. Prices were strong on the sound positions of the basic raw materials and there were no offerings below the schedule of 12c. per gallon in tankcars, f.o.b. refinery.

CHICAGO, June 6.—The V. M. & P. naphtha market continued to maintain a firm appearance with unchanged prices and a fairly good volume of business in the aggregate. The buying was fairly well divided between large and small takers. Tankcar business has been running satisfactory, with a few new sources of supply feeling out the market to see possibilities of entering it. Ruling prices per gallon were:—Tankcar (f.o.b. Whiting), 13.9.; tankwagon, 17.2c.

Metal Leaf

Passed without change and a good seasonal demand for all types of leaf was the dominant feature of the market. Prices for gold and aluminum leaf were named at the open market levels and sellers did not anticipate any immediate change. The prospects for composition and imitation leaf were stronger as the result of the general strike among the metal trades at the primary market bases. Deliveries have been delayed and it was stated in one quarter that there was talk of higher prices abroad, to be inaugurated at the expiration of current commitments.

Glues

Prices were unchanged, although some sellers were inclined to quote higher prices for some of the lower grades cabinet hide material. According to the sellers' estimates there was no improvement in the scarcty of raw materials. Fish glue was steady and dependent upon the quantity and source and the demand for the entire line was steady and unchanged from previous week.

Driers

The steady call for stearates continued to feature the market for materials comprising this group. Resinates and other products passed the week in a quiet position and failed to show any improvement over the previous week. Prices were all held at their former levels and there were no indications of a revision for the immediate future.

Lacquer Materials

The unsettlement of the past thirty days which had been common to the market for lacquer materials had finally given way to increased stability and conditions generally were reported to be showing some improvement. Ethyl acetate was moving more freely at the new tankcar basis established a week ago, but it was said that one house was shading the minimum basis of 90c. per gallon. The domestic producers quoted butyl acetate at a minimum of $1.32 per gallon in tanks, but so far as could be learned holders of the foreign had not shaded their quotations of $1.35 per gallon, tanks, and $1.37 in drums, despite the fact that another 200,000 pounds were recently imported. One prominent leader quoted triphenyl phosphate at 60c. to 65c. per pound in drums, compared with a previous price of 55c. to 60c. Offers of butyl butyrate came from the same source at 50c. to 55c. per pound, although only limited stocks of this product were being carried. Interest attached during the week to the revised schedule of prices which was issued by prominent manufacturers of nitrocellulose which was being quoted on the basis of dry weight, the denatured alcohol used in its manufacture being charged for extra. Although the producers of toluol appeared to be in a position where they could take care of all legitimate demands from the solvents manufacturers the price was being quite well maintained in all trade quarters. Much the same firm conditions were ruling in acetic acid. In fact some producers were substituting other acids for acetic acid due to the ruling scarcity. While the production of automobiles in the higher price field has shown some decrease, that in the lower priced field has continued heavy. The production during May reached some 624,000 motor vehicles, an increase of 36 percent over May a year ago, but a decline of 6 percent from the April output.

Window Glass

Market conditions were unchanged last week and the improvement in the volume of business noted a week ago, continued to hold over. Manufacturers' warehouse stocks were large at the advent of the summer period but were not excessive. The usual seasonal improvement in demand was looked for over the next few weeks and prices were held at the established schedule. Production continued on a moderated scale with a few more small plants shutting down for repairs. The revised tariff schedule becomes effective next Friday, but as yet, sellers have refrained from indicating any change in prices.

Lead and Zinc Pigments And Salts Sold in 1928

WASHINGTON, June 4, 1929.

There were increases in 1928 in the sales of all lead pigments with the exception of white lead ground in oil and orange mineral, according to the Bureau of Mines, Department of Commerce. Substantial decreases were made in the average values of all lead pigments. Prices for zinc pigments and salts were $1 to $2 a ton lower than in 1927.

Sales of zinc pigments and salts were generally higher in 1928, with a notable increase in sales of lithopone to a new high record, 200,468 short tons. Sales of lithopone were distributed as follows:—

	Tons	
For—	1928.	1927.
Paint, varnish, lacquer.	149,122	131,145
Floor coverings, textiles	35,416	31,186
Rubber	6,898	7,653
Other uses	9,032	7,010
Total sales	200,468	176,994
Reported productive capacity	227,000	202,000

Sales of lead and zinc pigments and salts by domestic manufacturers compare as follows for 1928 and 1927:—

	1928		1927	
	Tons.	Value.	Tons.	Value.
Basic lead sulphate or sublimed lead, white.	16,002	$2,211,470	13,482	$2,027,333
blue	366	50,890	1,061	168,416
Red lead	40,497	6,816,876	39,073	6,980,042
Orange mineral	459	112,521	709	178,457
Litharge	85,570	12,872,730	81,655	13,064,046
White lead—dry	42,049	6,688,115	38,669	6,767,385
in oil	111,923	24,553,989	119,026	27,770,000
Zinc oxide	160,904	20,685,442	151,246	19,887,212
leaded	24,223	2,945,323	26,064	3,193,014
Lithopone	200,468	19,073,914	176,994	17,163,620
Zinc chloride 50° Be.	38,837	1,706,222	36,096	1,640,446
Zinc sulphate	2,293	132,235	3,211	185,865

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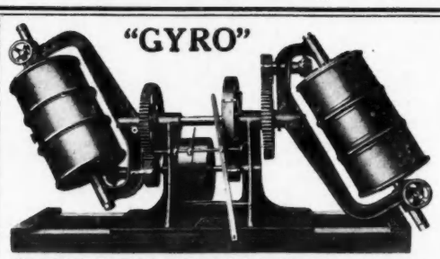

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Chicago Paint Production Club Holds Final Meeting

CHICAGO, June 5, 1929.

Meeting for the last regular 1929 meeting before the summer season, the Chicago Paint and Varnish Superintendents' Club Monday evening, June 3, elected officers for the coming year.

Following are the new officers: President, V. D. Carlisle, of the Standard Varnish Works; vice president, C. E. Fawkes, of the Pyroxylin Products Company; secretary, E. D. Bucy, of the Waukegan Chemical Company; treasurer, W. F. Fenton, of the Enterprise Paint Manufacturing Company (re-elected); chairman of plant managers' committee, P. D. Buckminster, of the Martin Varnish Company.

Other official positions in the club are of an appointive nature, and will not be filled until fall, when the new officers are expected to confer on the other positions shortly before the first fall meeting, to be held the first Monday after Labor Day.

Tentative plans of the club under the new administration call for a wider scope of activities to make the influence of the organization more widely felt over the entire Chicago territory, rather than confined to the city limits.

Finishing touches were put on the paper which the Chicago club plans to present at the annual federation meeting on a model varnish plant. While the club as a whole approved the plans in general, the committee is expected to put the paper in final form shortly.

A feature of the meeting was an illuminating talk on oil burners by Harry Gilbert of Harry Gilbert & Sons Company, manufacturers of burners for such use as varnish plant installations. In the course of his talk, Mr. Gilbert went the full distance in recommending oil as a virtually ideal fuel for such uses, pointing out how it could be used to reduce the number of fires, to raise liquid temperatures rapidly and to hold down danger and hazards. He asserted that in varnish production 90 gallons of oil is about equal to one ton of coke in fuel value.

Experimentation with a process of making titanium white pigment is being carried on by the McInerny Laboratory, Los Angeles.

George M. Ferguson, manager of the New York office of the National Pigments & Chemical Company, returned last week from a business trip through New York state.

The New York State Public Service Commission has approved an extension of collection and delivery service by the Railway Express Agency, Inc., to include Hicksville and Huntington, L. I., effective June 1, 1929.

Porcelain linings for grinding mills have been held by the United States Customs Court, Third Division, to be dutiable as parts of machines under paragraph 372 of the tariff act, rather than as plain white porcelain under paragraph 212

The Continental Can Company's new plant at Los Angeles has started operations and will shortly employ from 500 to 600 men. When operating at capacity the plant will be capable of producing at the rate of 25,000,000 cans a month.

An article, claimed by the European Agencies Company, to be a chemical combination of a vegetable by-product of wood-working plants and resins of commerce, has been classified as a mineral substance by the United States Customs Court, Third Division.

France, Campbell and Darling, Inc., varnish gum importers, formerly located at 133 Front street, this city, have removed their offices to Second avenue and Fifteenth street, Brooklyn, where the office and warehouse will be combined. The new telephone number is Hugenot 0950.

The Indianapolis Clean-Up and Paint-Up campaign was aided materially by practically all the milk delivery companies of the city last month. The latter delivered a card with each bottle of milk calling attention to the campaign under the auspices of the Junior Chamber of Commerce.

William R. McComb, vice-president of the Craftex Company, and formerly connected with the New York office of the Save the Surface Bureau, has left for an extended business trip to the Pacific coast. He will address paint and varnish manufacturers at Salt Lake City on "New Tools in Advertising and Selling."

The Batimore Paint, Oil and Varnish Club will hold its annual outing June 14 at the Hillendale Country Club, with golf and tennis tournaments in the afternoon, a dinner in the evening, and entertainment at night. Prizes will be offered and the full membership is expected. The committee of arrangements includes Fred H. Stern, chairman, Frank A. Webb, Jr., Milton Hirshberg and Henry Holzman.

United Feldspar Corp. Formed by Four Companies

The United Feldspar Corporation, a Delaware Corporation, has been formed to acquire the capital stocks of the Tennessee Mineral Products Corporation, Spruce Pine, N. C.; the Oxford Mining & Milling Company, West Paris, Me.; the Perham Crystal Feldspar Mines, Oxford county, Me.; the United States Feldspar Corporation, Cranberry Creek, N. Y. The Roessler & Hasslacher Chemical Company, this city, have been appointed sole selling agents for the products of the merged companies, and will act as the New York office for the corporation.

The consolidation brings together under one head the following feldspar brands: — Minpro, Oxford, Crystal, Cranberry, and Kennyetto, as well as Biospar crystals, a product used for concrete facing and the manufacture of shingles.

The corporation has begun the enlargement of one of its plants and has plans under way to double the capacity of the Maine plant and install an aerial tramway from the quarry to the mill.

Pitch Pine Products, Inc., Tampa, Fla., is erecting a plant for the grinding of charcoal.

Standard Oil Management Awarded $2,000,000 Bonus

The management of the Standard Oil Company of New Jersey will receive a bonus of about $2,000,000. This was voted to that group at the annual meeting of stockholders at Newark, N. J., June 4. Under the five-year profit-sharing plan for the management which was announced on May 8, not more than half of the funds so distributed will go to the board of directors of nineteen members, so that the share of each director is likely to be between $52,000 and $53,000. The distribution will be in addition to regular compensation and is figured on net earnings for 1928.

The stockholders re-elected the present board of directors. S. B. Hunt, vice-president, presided in the absence of Walter C. Teagle, president.

Following the meeting of the stockholders, the board of directors met in the afternoon in the company's offices in this city and re-elected Mr. Teagle and all the other officers. They did not fill the chairmanship, left vacant by the death last winter of George H. Jones.

Commenting on the management bonus award, Mr. Teagle stated that it was the policy of the company to draw its directors and responsible executives from the ranks of its employes, who, aside from their official positions, continued as employes, and had no time for outside commercial pursuits. This being the case, they are deserving of some further compensation for their time and labor.

Sinclair Conviction Upheld

The Supreme Court of the United States has upheld convictions for contempt of court for jury shadowing and sentences of six months in jail for Harry F. Sinclair, four months in jail for his associate, Henry Mason Day, and a fine of $1,000 for W. Sherman Burns, head of the William J. Burns International Detective Agency. The court set aside the sentence of fifteen days in jail for William J. Burns on showing that he was not in charge of the agency at that time.

The sentences were imposed by the Supreme Court of the District of Columbia following the mistrial on November 2, 1927, of Sinclair and Albert B. Fall, former Secretary of the Interior, on charges of conspiracy to defraud the government in connection with oil leases. The mistrial was declared when it was discovered that Sinclair and Day had employed operatives of the Burns agency to shadow the jurors.

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One Hundred and Twenty-Eighth Recapitulative Instalment

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- Intermediates
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- 1-Amino-2-ethoxynaphthalene-6-sulphonic acid
- 2-Amino - 1 - methoxybenzene-4-sulphonic acid
- 1-Amino-2-methoxynaphthalene
- 1-Aminonaphthalene
- 1 - Aminonaphthalene - 6 - sulphonic acid
- 1 - Aminonaphthalene - 7 - sulphonic acid
- 1 - Amino-2-naphthoxybetapropionic acid
- 1 - Amino - 2 - oxyethoxynaphthalene sulphonate
- 2-Amino-5-sulphobenzoic acid
- Anilin
- Anilin-3-chloro-6-sulphonic acid
- Anilin-2:4-disulphonic acid
- Anilin-2:6-disulphonic acid
- Anilin-4-nitro-2:5-disulphonic acid
- Anilin-3-sulphonic acid

Benzyl Isoamylphthalate

(Benzylisoamylphtalat, Isoamylephtalate de Benzyle, Isoamylephtalate Benzylique, Isoamylphtalsaeurebenzylester, Isoamylphtalsaeuresbenzyl)

Paint and Varnish

Plasticizing agent (B302961) in making lacquers and varnishes containing—
- Copal
- Cumarone resins
- Dammar
- Elemi
- Ester resins
- Indene resins
- Manila resin
- Mastic
- Resins and from cyclic resins
- Sandarac
- Urea-formaldehyde condensation products
- Vinyl resins

Plastics

Stabilizing agent (B302961) in making compounds of—
- Nitrocellulose with various gums and resins, vinyl resins, condensation products of urea and formaldehyde, resins from cyclic ketones

Benzyl N-propylphthalate

(Benzyl-N-propylphtalat, N - propylephthalate de Benzyle, N-propylephthalate Benzylique, N-Propylphtalsaeurebenzylester, N - Propylphtalsaeuresbenzyl)

Paint and Varnish

Plasticizing agent (B302961) in making lacquers and varnishes containing—
- Copal
- Cumarone resins
- Dammar
- Elemi
- Ester resins
- Indene resins
- Manila resin
- Mastic
- Resins from cyclic ketones
- Sandarac
- Urea-formaldehyde condensation products
- Vinyl resins

Plastics

Plasticizing agents (B302961) in making compounds of—
- Various gums, resins, condensation products of urea and formaldehyde, vinyl resins, resins from cyclic ketones

Cresylphenyl Acetate

(Acetate de Cresylephenyle, Acetate Cresylephenylique, Cresylphenylacetat, Cresylphenylazetat, Essigsaeurecresylphenylester, Essigsaeurescresylphenyl)

Perfumery

Ingredient of—
- Artificial narcissus extract

Soap

Perfume for—
- Toilet soaps

Crotonaldehye

Abrasive

Solvent (B295335) in making—
- Compositions used for grinding discs

Chemical

Solvent (B295335) in making—
- Impregnating solutions with phenol-aldehyde synthetic resins

Starting point in making products used for printing cotton and silk and dyeing acetate rayon with—
- Alpha - amino-4(4'-aminophenylamino)anthraquinone
- Alpha - amino - 4 - hydroxyanthraquinone
- Alpha-methylamino-4-aminoanthraquinone
- Alpha - phenylamino-4-aminoanthraquinone
- 5-Chloro-1:4-diaminoanthraquinone
- 1:4-Diaminoanthraquinone
- 1:5-Diaminoanthraquinone
- 1:8-Diaminoanthraquinone
- 1 : 5 - Diamino-4:8-dihydroxyanthraquinone
- 1:5-Diamino-4:8-diphenyldiaminoanthraquinone
- 1:5-Diamino-4:8-phenylaminoanthraquinone

Glues and Adhesives

Solvent (B295335) in making—
- Cements containing fillers

Miscellaneous

Solvent (B295335) in making—
- Impregnating solutions containing synthetic resins

Paint and Varnish

Solvent (B295335) in making—
- Lacquers and varnishes containing phenol-aldehyde artificial resins

Plastics

Solvent (B295335) in making—
- Mixtures for molding and pressing

3:5-Diamoxybenzoic Acid

(Acide de 3:5-Diamoxyebenzoique, 3:5-Diamoxybenzoesaeure)

Chemical

Starting point in making—
- Esters
- Intermediates
- Pharmaceuticals
- Salts

Dye

Starting point (B291361) in making—
- Thioindigoid dyestuffs with derivatives of benzene, naphthalene, or anthracene series

Methylketolsulphonic Acid

(Acide de Methyleketolesulphonique, Methylketolesulfonsaeure)

Chemical

Starting point in making—
- Esters
- Intermediates
- Pharmaceuticals
- Salts

Dye

Starting point (B298518) in making azo dyestuffs with—
- 1-Amino-2:7-dimethoxynaphthalene
- 1 - Amino-2:7-dioxynaphthalene glycolate
- 1-Amino-2-ethoxynaphthalene-6-sulphonic acid
- 2-Amino-1-methoxybenzene - 4 - sulphonic acid
- 1-Aminonaphthalene
- 1-Aminonaphthalene-6-sulphonic acid
- 1-Aminonaphthalene-7-sulphonic acid
- 1-Amino-2 - naphthoxybetapropionic acid
- 1-Amino - 2 - oxyethoxynaphthalene sulphonate
- 2-Amino-5-sulphobenzoic acid
- Anilin
- Anilin-3-chloro-6-sulphonic acid
- Anilin-2:4-disulphonic acid
- Anilin-2:6-disulphonic acid
- Anilin-4-nitro-2:5-disulphonic acid
- Anilin-3-sulphonic acid

Osmium Oxide

(Osmiumoxyd, Oxyde Osmique, Oxyde d'Osmium)

Chemical

Starting point in making various osmium salts—

Ingredient of catalytic preparations used in making—
- Acenaphthylene, acenaphthaquinone, bisacenaphthylidenedione, naphthaldehydic acid, naphthalic anhydride and hemimellitic acid from acenaphthene (B295270)
- Acetaldehyde from ethyl alcohol (B281307)
- Acetic acid from ethyl alcohol (B281307)
- Alcohols from aliphatic hydrocarbons (B281307)
- Aldehydes and acids from toluene, orthochlorotoluene, orthonitrotoluene, orthobromotoluene, parachlorotoluene, paranitrotoluene, parabromotoluene, metanitrotoluene, metachlorotoluene, metabromotoluene, dinitrotoluenes, dibromotoluenes, dichlorotoluenes, chlorobromotoluenes, chloronitrotoluenes, bromonitrotoluenes (B295270)
- Aldehydes and acids from xylenes, pseudocumene, mesitylene, and paracymene (B295270)
- Alphanaphthaquinone from naphthalene (B281307)
- Anthraquinone from anthracene (B295270)
- Benzaldehyde and benzoic acid from toluene (B281307)
- Benzoquinone from phenanthraquinone (B281307)
- Chloroacetic acid from ethylene-chlorohydrin (B295270)
- Diphenic acid from ethyl alcohol (B281307)
- Fluorenone from fluorene (B295270)
- Formaldehyde from methanol or methane (B295270)
- Maleic acid and fumaric acid by the oxidation of benzene, toluene, phenol, tar phenols, or furfural, or from benzoquinone or phthalic anhydride (B295270)
- Naphthaldehydic acid, acenaphthaquinone, or bisacenaphthylidenedione from acenaphthylene (B281307)
- Phenanthraquinone from phenanthrene or diphenic acid (B295270)
- Phthalic acid and maleic acid from naphthalene (B295270)
- Salicylic acid and salicylic aldehyde from cresol (B295270)
- Vanillin or vanillic acid from eugenol or isoeugenol (B295270)

1-Oxy-2-bromo-4-xylyl-aminoanthraquinone

(Alphaoxy - 2 - bromo-4-xylylamioanthraquinone, Alphaoxye-2-bromo-4-xylyleaminoanthraquinone, 1-Oxy-2-bromo-4-xylylaminoanthrachninon)

Chemical

Starting point in making—
- Intermediates
- Pharmaceuticals

Dye

Starting point (B268042) in making wool dyestuffs with the aid of—
- Ammonium sulphite
- Potassium sulphite
- Sodium sulphite

Potassium Anthraquinonate

(Anthrachinonsaeureskalium, Anthrachinonsaeurespotassche, Anthraquinonate de Potasse, Anthraquinonate de Potassium, Anthraquinonate Potassique, Kaliumanthrachinonat)

Leather

Ingredient (B263473) of—
- Liquors used in dyeing

Miscellaneous

Ingredient (B263473) of—
- Liquors used in dyeing hair and feathers

Textile

Ingredient (B263473) of—
- Dye liquors and printing pastes, containing vat dyestuffs, used in dyeing and printing fabrics and yarns containing acetate and other rayons, wool-rayon mixtures, silk-rayon mixtures

Potassium Vanadite

(Kaliumvanadit, Vanadite de Potasse, Vanadite Potassique, Vanadite de Potassium)

Chemical

Ingredient (B298142) of catalysts used in making—
- Acetaldehyde from ethyl alcohol by oxidation
- Benzaldehyde and benzoic acid by the oxidation of toluene
- Formaldehyde by the oxidation of methanol
- Salicylic acid and salicylic aldehyde by the oxidation of cresol
- Sulphur trioxide and other inorganic oxides and compounds by oxidation

1:2:3:4-Tetrahydro-2-methylquinolin

(1:2:3:4-Tetrahydro - 2-methylequinoleine, 1:2:3:4-Tetrahydro-2-methylchinolin)

Chemical

Starting point (B302965) in making—
- 1:5-Dichloro-4-nitroanthraquinone
- 1:5-Dinitroanthraquinone
- 1:8-Dinitroanthraquinone

Thiocarbanilide

Chemical

Starting point (B303044) in making substituted guanidides in the presence of oxides, hydroxides, chloride, sulphate, formate, and carbonate of zinc with the aid of—
- Alphanaphthylamine
- Allylamine
- Amylamine
- Anilin
- Benzylamine
- Betanaphthylamine
- Butylamine
- Diallylamine
- Diamylamine
- Dibenzylamine
- Dibutylamine
- Diethylamine
- Dimethylamine
- Dinaphthylamine
- Diphenylamine
- Ditolylamine
- Dixylylamine
- Ethylamine
- Methylamine
- Meta-anisidin
- Metatoluidin
- Metaphenetidin
- Metaxylidin
- Orthoanisidin
- Orthophenetidin
- Orthotoluidin
- Orthoxylidin
- Para-anisidin
- Paraphenetidin
- Paraxylidin
- Phenylamine
- Piperidin
- Phenylhydrazin
- Phenylhydroxylamine
- Propylamine
- Tolylamine

Naval Stores

Primary Rosin Shipments Continue Large—Receipts Heavy—Prices Irregular—Turpentine Moderately Lower

The local market for naval stores was fairly active last week. Consumers were still averse to purchasing in advance of requirements in many cases but in some quarters an increase was noted in the volume of orders received for moderate lots of turpentine and rosin. Price movements were narrow, the former product being easier and the latter irregular.

Southern markets remained closed June 3 in observance of the birthday of Jefferson Davis. Business in turpentine in primary centers on other days of the week was fairly active so far as domestic trade was concerned though not much was heard about export business. In view of the steady decrease in stocks in London, the attitude of foreign buyers of late has been rather disappointing. Bullish reports in regard to the French crop have apparently had little influence abroad.

According to a report from official sources, the indications point to a not unimportant decrease in the output of naval stores in France this year. The crop is also reported to be considerably later than last season.

Weather conditions in the South were generally favorable and the movement of turpentine from the interior to the coast continued free. Receipts in the three principal markets in the South during the first two months of the season were about 14,000 barrels larger than in the same time last year though the arrivals were slightly smaller than in the corresponding period two years ago.

Rosin showed irregularity in Southern markets but the tone was generally steady and price changes were rather small. Domestic trade was good and reports were current of a better export inquiry. The belief that prospcts for export business are better than a year ago was strengthened by the bullish character of news in regard to the French crop.

Clearances of rosin from Savannah continued large and stocks there showed a rather sharp decrease at one time despite the heavy receipts. Receipts in the three chief Southern markets during the first two months of the season were nearly 50,000 barrels larger than in the same time last season, but stocks there at the close of May were about 22,000 barrels smaller than a year ago.

Price changes made Saturday up to noon and other last-minute market developments are reported on page 2.

Current prices on naval stores are listed in the alphabetical arrangement of current market quotations beginning on page 5.

Turpentine

Turpentine was somewhat more active in the local market last week. Purchasing by consumers was on a conservative scale, but the demand for small or moderate lots showed an increase. The call from jobbers has also showed an improvement. The trend of prices was downward at times in company with primary quotations but the tone of the market continued steady. Weather conditions in the South were favorable and receipts at primary points continued free. There was a fairly active domestic trade in the South. Unfavorable accounts were received in regard to the French crop.

Savannah Turpentine

SAVANNAH, June 7, 1929.

Changes in turpentine quotations were narrow, the market having a steady undertone. Following is a record of the market for the week:—

	Price per gal.	Barrels Sales.	Receipts.	Shipments.	Stocks.
Saturday	$0.47¾	444	494	39	14,921
*Monday	...	...	...	...	...
Tuesday	.47	2,350	2,245	730	16,436
Wednesday	.47	450	1,126	7	17,555
Thursday	.46¾	...	833	4,522	13,866
Friday	.47	102	849	370	14,345

* Holiday.

Jacksonville Turpentine

JACKSONVILLE, June 7, 1929.

Turpentine was fairly active. Shipments were larger. Following is a record of the market for the week:—

	Price per gal.	Barrels Sales.	Receipts.	Shipments.	Stocks.
Saturday	$0.47¾	112	490	308	18,440
*Monday	...	...	...	...	...
Tuesday	.47½	455	1,891	4,581	15,750
Wednesday	.47	152	644	204	16,190
Thursday	.46¾	...	635	228	16,597
Friday	.47½	321	003	2	17,198

* Holiday.

Pensacola Turpentine

PENSACOLA, June 4, 1929.

The turpentine market was steady with a fairly active trade. Following is a record of the market for the week:—

	Price per gal.	Barrels Sales.	Receipts.	Shipments.	Stocks.
Wednesday	...	...	95	405	20,783
Thursday	...	...	211	121	20,873
Friday	...	...	238	299	20,812
Saturday	...	...	127	361	20,578
Monday	...	...	141	139	20,580
Tuesday	...	...	786	...	21,366

Chicago Turpentine

CHICAGO, June 7, 1929.

Feature of the week in the turpentine market was the volume of buying, although this was not sufficient to sustain prices, and the ruling price levels tumbled a few points for the week. The buying of wholesalers and retailers alike was of good volume. Receipts of material were quite heavy. Ruling prices per gallong at the close of business last night were:—Five-drum lots, 54c.; single drums, 59c.; five-barrel lots, 59c.; single barrels, 64c.

English Turpentine Prices

Quotations on turpentine in London and Liverpool during last week were:—

	London. Per cwt. s.	d.	Liverpool. In barrels. s.	d.
Saturday	44	6	45	3
Monday	43	6	45	0
Tuesday	43	9	44	9
Wednesday	43	9	44	9
Thursday	43	3	44	3
Friday	43	9	44	3

French Naval Stores

WASHINGTON, June 7, 1929.

The general naval stores situation in the Landes District was quiet, according to a cable from Consul Lucien Memminger, Bordeaux, made public by the Department of Commerce.

Market tone of new crop turpentine was easy and spot quotation for export was 422 francs per 100 kilos ($0.522 per gallon); W. W. rosin was firm and quoted at 216 francs per 100 kilos ($8.88 per 280 pounds.)

It is reported that the quantity and quality of this year's first dip was unfavorably affected by the weather, with the result that the estimated yield is about 20 percent below last year. The second dip, which is now arriving at the stills, also seems to be less abundant.

The crop is considerably later than last year, and the marketing of pale rosins was also delayed, owing to a late start in manufacturing and unfavorable bleaching weather conditions. Extra pale grades are reported particularly scarce.

London Turpentine Stocks

Stocks of American turpentine in London, June 6, were 5.061 barrels.

Rosin

The local market for rosin was fairly active last week, demand for moderate quantities of the various grades showing an improvement as compared with the previous week. Changes in quotations were again confined within small limits in the absence of sharp fluctuations in Southern markets. Shipments from Savannah were again large and stocks there diminished although receipts continued large, weather conditions in the South being favorable for operations. There was a good domestic trade in Southern markets and reports were current of a better export inquiry.

Savannah Rosin

SAVANNAH, June 7, 1929.

The market for rosin showed irregularity, changes in quotations being small. Following is a record of the market for the week:—

	Price per unit, low of range quoted. Sat.	*Mon.	Tues.	Wed.	Thurs.	Fri.
B	$6.30	...	$6.30	$6.40	$6.40	$6.40
D	6.50	...	6.60	6.60	6.60	6.60
E	7.00	...	6.95	6.95	7.00	6.90
F	7.15	...	7.05	7.10	7.10	7.10
G	7.15	...	7.10	7.10	7.10	7.10
H	7.15	...	7.10	7.10	7.10	7.10
I	7.20	...	7.10	7.10	7.10	7.15
K	7.20	...	7.15	7.10	7.15	7.15
M	7.25	...	7.15	7.15	7.15	7.20
N	7.70	...	7.60	7.60	7.60	7.65
W.G.	8.00	...	7.95	7.95	8.00	7.95
W.W.	8.60	...	8.60	8.50	8.50	8.55
X	8.60	...	8.60	8.55	8.55	8.55
	Barrels					
Sales	1,585	...	3,659	3,644	2,256	3,182
Receipts	1,709	...	7,194	3,722	2,312	2,939
Shipments	3,055	...	12,743	257	12,433	2,295
Stocks	65,190	...	59,641	63,206	53,085	53,729

* Holiday.

(Continued on page 80)

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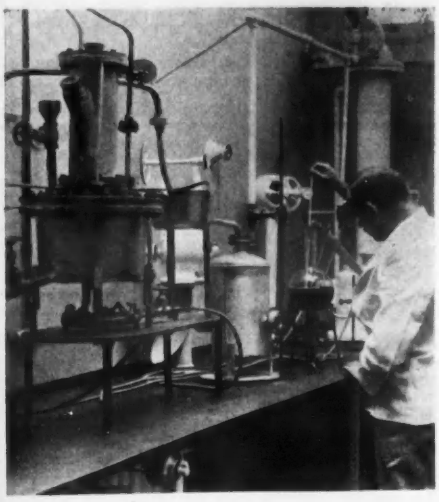

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Flaxseed—Linseed Oil, Cake, Meal

Seed Prices Rebound with Wheat in Domestic Markets—Receipts Larger—Argentine Shipments Increase—Oil Quiet

A sharp recovery took place in flaxseed prices in domestic markets last week. This was due to a rebound in wheat and covering of shorts together with more or less new buying. Receipts showed an increase as farmers in some sections of the Northwest are through with seeding. There was a fairly active cash demand. Crop news was conflicting. In parts of the Northwest the weather has been too cool recently for germination and growth.

The Buenos Aires market was irregular, an early decline being followed by a rally. Argentine shipments were larger. Exports to the United States were 394,000 bushels against 59,000 in the previous week and 87,000 last year; since January 1, 13,144,000 bushels against 6,923,000 bushels in the same time last year. Shipments to all countries were 1,551,000 bushels against 754,000 in the previous week and 965,000 last year; since January 1, 45,783,000 bushels against 35,300,000 bushels last year.

Linseed oil was quiet and unchanged. Cake and meal were easier.

Price changes made Saturday up to noon and other last-minute market developments are reported on page 2.

Current prices on linseed oil, cake, and meal, are listed in the alphabetical arrangement of current market quotations beginning on page 5.

Flaxseed Receipts at New York

Receipts of flaxseed at New York last week were as follows:—

	Bushels Domestic.	Foreign.
Saturday	.....	53,426
Tuesday	.....	41,515
Totals	.....	94,941
Since January 1—		
This year	4,500	9,785,599
Last year	7,500	7,642,464

Flaxseed

DULUTH, June 7, 1929.

During the past week flaxseed has won a gain in price, but for what reason is hard to determine. Trading has been mild and no aggressiveness has appeared either way. Crushers are after spot seed, but there is little to be obtained, and the gain in that section has not been marked. In the futures, with a mere trifle of trading, there has been a decided advance as compared to the condition that had been prevailing.

News from the country has it that the flaxseed that has been sown is coming up with good stands, generally speaking, but that all is not in yet, although seeding is expected to end with this week. Increased acreage is now a certainty according to advices here.

The week's closing range was as follows:

	Cash.	July.	Sept.
Saturday	.....$ ...	$2.38½	$2.28¾
Monday	2.45	2.42	2.32¼
Tuesday	2.45⅞	2.42⅞	2.32
Wednesday	2.44	2.41	2.32
Thursday	2.43¼	2.43¼	2.32¼
Friday	2.43⅝	2.43⅝	2.32½

Daily receipts and shipments of domestic seed during the week ending June 7, 1929, and in the corresponding week last year, were, in bushels:—

	Receipts 1929.	Receipts 1928.	Shipments 1929.	Shipments 1928.
Saturday	6,173	6,083	.....	25,000
Monday	9,355	5,557	.....	72,234
Tuesday	8,259	3,572	.....	.....
Wed'sday	12,625	2,723	.....	3,023
Thursday	4,717	7,805	.....	.....
Friday	4,107	4,788	.....	.....
Totals	45,236	30,628	.....	100,257
Previous	17,432	143,994	.....	104,407
From Aug. 1 to date	5,620,620	10,373,766	5,492,937	5,424,304
In public ware'h's	121,524	210,464	.....	.....

Minneapolis Flaxseed

MINNEAPOLIS, June 7, 1929.

Demand for cash flax is fairly good and the tone of the market is firm compared with futures. Receipts during the past week exceeded expectations by a fair margin, but represented clean-ups of interior elevators of line companies chiefly, and incoming cars were loaded light. Quite a few of them had less than a thousand bushels in them. Shipping advices from independent shippers hold moderate to light. Farm deliveries are also light, though there is a little stuff being delivered because the farmers are through seeding in most sections of the Northwest. No doubt some flax will be seeded in western North Dakota and northern Montana during the balance of the month, but in other sections the farmers are just about through with their field work.

The new crop looks very good where it is above ground, but cool weather continues to hamper development of plants and germination of late sown seed.

Local elevator stocks are decreasing very moderately because of the larger movement from the country. Very little flax is being shipped from here to outside mills. No round lot purchases have been made by outside crushers lately, and they are not competing for the track offerings.

Trade in futures has been broad and active lately on account of the wide fluctuations in the wheat market. Stop-loss orders resulted in a panicky break in the July futures late last week, but the crushers covered freely and finally stopped the break. There was scattered speculative buying of near futures owing to the sharpness of the decline, but on rallies the crushers hedged their cash purchases. Country selling of September futures is showing pretty good volume on account of the good crop promise. There is very little trade in October as yet.

Spot No. 1 seed is quoted at 1c. under to 1c. over July mostly, but a mixer will pay as high as 2c. over for extra dry Montana flax.

The week's closing range was as follows:—

	Cash.	July.	Sept.
Saturday	....	$2.36¾	$2.25
Monday	$2.41¾	2.40¾	2.30¼
Tuesday	2.42¾	2.41¾	2.30
Wednesday	2.41¼	2.40¾	2.29¾
Thursday	2.43¼	2.41¼	2.28
Friday	2.41½	2.42½	2.28¾

Daily receipts and shipments of domestic seed during the week ending June 7, 1929, and in the corresponding week last year were, in bushels:—

	Receipts 1929.	Receipts 1928.	Shipments 1929.	Shipments 1928.
Saturday	15,470	26,620	.....	14,700
Monday	31,680	45,980	1,520	7,350
Tuesday	15,840	20,160	.....	16,390
W'dn'sd'y	17,160	19,040	3,040	11,920
Thursday	13,200	23,520	6,080	5,960
Friday	9,240	15,680	9,120	5,960
Totals	102,590	151,000	19,760	62,280
Previous	10,636,340	12,257,330	5,657,090	3,365,470
F'm Sept. 1	10,738,900	12,408,330	5,676,850	3,427,750
Public stocks	280,000	588,412	.....	.....

Chicago Flaxseed Movement

The movement of flaxseed last week was as follows:—

	Bushels Receipts.	Shipments.
Saturday	.....	.....
Monday	6,000	.....
Tuesday	.....	.....
Wednesday	.....	.....
Thursday	.....	.....
Friday	.....	.....
Totals	6,000	.....
This year	794,000	19,000
Last year	1,046,300	163,000

Winnipeg Flaxseed

WINNIPEG, June 7, 1929.

The market for flaxseed was irregular, changes in quotations being sharp at times, in company with grain. The crop movement continued light. Trade in oil was quiet. The week's closing range was as follows:—

	Cash.	July.	Oct.
Saturday	$2.05¾	$2.07½	$1.89
*Monday	....	....	....
Tuesday	2.11¼	2.13	1.94¼
Wednesday	2.08¾	2.10½	1.92
Thursday	2.12¼	2.12¼	1.93
Friday	2.11⅛	2.12⅞	1.93¼

* Holiday.

Canadian Flaxseed Statistics

For the week ended May 17 and for the season from August 1:—

Stocks in Store

	Bushels
Fort William and Port Arthur	525,172
Interior elevators	98,961
Country elevators	311,867
Vancouver	.....
Total	936,000

Receipts During Week

	Bushels
Fort William and Port Arthur	28,660
Interior elevators	6,953
Country elevators	5,924
Vancouver	.....
Total	41,537

Shipments During Week

	Bushels
Fort William and Port Arthur	1,083
Interior elevators	11,509
Country elevators, rail	13,408
Vancouver	.....
Total	26,000
Since August 1—	
Receipts	2,059,939
Shipments	2,547,256

(Continued on page 79)

Cottonseed Oil, Cake, Meal

Refined Oil Futures Higher with Cotton, Lard and Grain—Shorts Cover—Trading More Active —Southern Markets Quiet

The local market for refined cottonseed oil futures was more active last week. Trading was stimulated by bullish developments in the markets for cotton, lard and grain. Speculative offerings were light much of the time and shorts covered. Southern markets for crude oil and other products were quiet. Crop news cut both ways but unfavorable accounts had more weight for the time being. The weekly government weather and crop report was more bullish than some had expected.

The total transactions in refined oil futures on the New York Produce Exchange for five business days of the week were 95,300 barrels. This compared with 43,400 barrels for five days of the previous week. Closing prices on Friday showed an advance of about $1.50 to $2 per barrel as compared with the final quotations of the previous Saturday.

Cotton futures were more active with the trend of prices upward. On Friday July closed at 18.59c., October, 18.76c., and December, 18.93c., showing an advance of about $2 to $2.25 per bale as compared with the final quotations of the previous Friday.

Price changes made Saturday up to noon and other last-minute market developments are reported on page 2.

Cottonseed, Cake, Meal

Southern markets were generally quiet last week, buyers and sellers apparently being inclined in many cases to hold off for further developments in the situation. This attitude was attributed in part to the fact that another monthly report on cottonseed products from the Census Bureau is expected in the near future. Conflicting reports in regard to the progress of the cotton crop also made some disposed to hold off.

Offerings were light in all sections. Although stocks of cake and meal at the mills are reported to be larger than at this time last season, there was little inclination on the part of holders to push matters. According to some in the trade the quantity crushed during the remainder of the season, owing to the unexpectedly large requirements for replanting, will probably be smaller than in the same time last season.

Quotations on seed and products were largely nominal. In the Southeast 7 percent meal was quoted at $31 to $32 per ton but the market was apparently easy. In the Valley 8 percent meal was quoted at $41 to $42 per ton and 8 percent cake at $39 to $40 per ton.

Cottonseed Oil

The trend of refined cottonseed oil futures in the local market was upward last week, with the trading more active. Sentiment for the time being at least was more bullish. This change of attitude was attributed largely to bullish developments in the markets for other speculative commodities as well as to a more cheerful feeling in regard to the general financial and credit situation. Commission house business showed some increase. Houses with Southern and Western connections were credited with purchases. The sharp rebound in wheat was apparently a factor of not a little importance in the making of sentiment.

Also the market for cotton appeared to be rather more sensitive to bullish weather and crop accounts from the South. Weather conditions on the whole were rather more unfavorable, but there were complaints that the crop was suffering from recent excessive rains and overflows and that the general condition of the crop was backward. Such reports were received from both east and west of the Mississippi River. It was also claimed that in some sections the acreage showed little increase over last year.

The weekly government weather and crop report was less favorable than some had expected, though it did not lack bearish features. It stated that temperatures were mostly moderate, with considerable fair weather in the Eastern half of the belt, but with too much rain in much of the West. East of the Mississippi progress of the crop was mostly fair to good, with reports of some improvements in general condition and stand in many places. The weather was rather favorable also in most of Arkansas and Louisiana, where the crop made fairly good to good advance, though it was too wet in the West Central portion of Arkansas.

In Oklahoma unfavorable conditions continued in the East, with further heavy to excessive rains, and progress of cotton was generally poor, but was fair in the West. Stands generally ranged from poor to only fair. Excessive rains in the Eastern half of Texas were also very favorable and cotton deteriorated badly in the wetter areas where lowlands were submerged and uplands washed. Progress was good where the rains were lighter, but the general condition of the crop over the state averages only fair.

Fears were expressed in some reports of heavy damage from weevil later in the season. Sentiment in provision circles in the West appeared to be more bullish and at times the trend of lard was upward. Receipts of live hogs were light or moderate. The weight of the hogs received at Chicago during the week ended June 1 averaged 239 pounds, or the same as in the previous week. Stocks of lard in Chicago increased slightly during the second half of May, but there was a decrease of about 4,000,000 pounds for the month. Stocks there on June 1 were 93,943,704 pounds as compared with 95,086,956 pounds a year ago.

In some quarters there was an expectation that the monthly cottonseed report from the Census Bureau would make a bullish showing so far as the consumption during May was concerned. A somewhat better demand was reported for cash lard and lard compound. Southern markets for crude oil were generally nominal in the absence of offerings. A further decline occurred in tallow, but this was without effect upon sentiment in oil trade circles and the same was true of the quietness of trade in many oils and fats as well as rather more favorable reports from parts of the South as to the progress of the cotton crop.

There was switching from July to September at 27 points difference and to October at 31 to 35 points. September was switched to October at 7 points difference. On the advance some who purchased early in the week took profits, but the offerings were well absorbed and final prices on Friday were 34 to 49 points higher as compared with the closing quotations of the previous Saturday.

Following is a record of the market for the week:—

Monday, June 3, 1929

	Cents per lb. in bbls. High.	Low.	Close.	Sales. Barrels.
January	..	..	9.96@10.05	...
June	..	..	9.55@——	...
July	9.70	9.58	9.66@ 9.70	5,800
August	..	..	9.78@ 9.90	...
September	9.97	9.85	9.97@——	2,100
October	10.03	9.91	10.03@10.01	7,700
November	..	..	9.80@ 9.97	...
December	9.90	9.90	9.96@10.00	100
Total sales				*18,900

Spot (prime summer yellow)—9.55.
Crude—Nominal.

* Includes 3,200 switches.

Tuesday, June 4, 1929

	Cents per lb. in bbls. High.	Low.	Close.	Sales. Barrels.
January	..	..	10.10@10.20	...
June	..	..	9.65@ 9.95	...
July	9.80	9.64	9.78@ 9.80	3,900
August	..	..	9.90@10.00	...
September	10.12	9.91	10.06@10.12	2,900
October	10.15	9.98	10.15@10.12	6,700
November	..	..	9.90@10.05	...
December	10.13	10.04	10.13@——	300
Total sales				*21,000

Spot (prime summer yellow)—9.65.
Crude—Nominal.

* Includes 7,200 switches.

Wednesday, June 5, 1929

	Cents per lb. in bbls. High.	Low.	Close.	Sales. Barrels.
January	..	..	10.10@10.15	...
June	..	..	9.65@10.25	...
July	9.80	9.75	9.78@ 9.79	4,300
August	..	..	9.85@ 9.95	...
September	10.08	10.00	10.03@10.05	4,000
October	10.10	10.07	10.10@——	2,900
November	..	..	10.00@10.10	...
December	10.11	10.10	10.10@10.12	300
Total sales				*11,900

Spot (prime summer yellow)—9.65@10.25.
Crude—Nominal.

* Includes 400 switches.

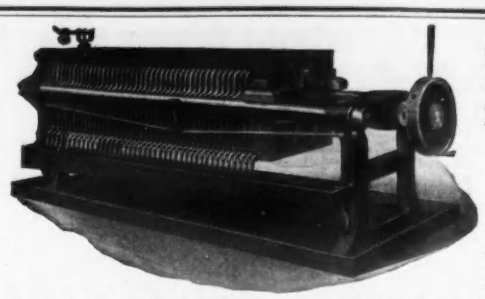
Thursday, June 6, 1929

	Cents per lb. in bbls. High.	Low.	Close.	Sales. Barrels.
January	10.25	10.24	10.22@10.25	200
June	..	..	9.75@10.10	...
July	9.91	9.77	9.88@——	8,200
August	9.98	9.95	9.99@10.04	300
September	10.15	10.12	10.14@——	2,600
October	10.23	10.08	10.00@10.20	3,700
November	..	..	10.10@10.18	...
December	10.26	10.15	10.20@10.19	2,000
Total sales				*20,200

Spot (prime summer yellow)—9.75@10.50.
Crude—Nominal.

* Includes 3,200 switches.

(Continued on page 80)



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Animal, Vegetable, and Fish Oils

Tallow Declines Again Under Freer Offerings —Chinawood Oil Easier Here and on Coast —Coconut Futures Steadier

The market for animal, vegetable and fish oils, fats and greases continued rather quiet last week so far as the general list was concerned, few consumers being inclined to depart from a conservative course in making purchases despite an upturn in cottonseed oil. The rise in that product was apparently offset by fresh weakness in tallow. Changes in quotations were small as a rule, with reductions outnumbering advances.

Chinawood remained in an easy position here and on the coast, although prices showed little change. Consumers are supposed to be carrying light supplies, but they showed little disposition to take hold and transactions between dealers were apparently limited to moderate lots. The market abroad was steady, with offerings light.

Coconut oil was about stationary so far as prompt shipment oil was concerned. The inquiry was rather slow, but offerings were generally light. Somewhat higher prices were demanded on the coast for forward positions, although there was apparently little change in conditions prevailing in the primary market for copra and oil.

Crude corn oil was shaded early in the week, but later the market was steadier with offerings light. Palm oil was quiet and easy owing to the weaker position of competing product. Rapeseed oil was steady. Shipments of seed from India to the United Kingdom and the Continent from January 1 to May 20 were about 17,000 tons smaller than in the same time last year.

An easier tone developed in the tallow market and there were offerings at slight concessions. Consumers were inclined to hold off and competition among sellers was sharper. There was no auction in London last week. Lard on spot was irregular, changes in quotations being moderate. There was a fair domestic trade and reports were current of a somewhat better export inquiry. Receipts of live hogs in Western markets were light.

Grease was easier in the absence of any improvement in demand, quotations on some grades being shaded slightly. Oleo stearin was easier owing to an absence of demand of importance. Trade in animal oils was routine, with price changes generally small. Fish products were steady or firm. Menhaden fishing in Chesapeake Bay will commence next week.

Current prices on animal, vegetable, and fish oils (under Oil), fats, and greases (under Grease) are listed in the alphabetical arrangement of current market quotations beginning on page 5.

Price Changes

Prices were changed during the past week as follows:—

Advanced	Reduced
Coconut oil futures, tank cars, Pacific coast, ⅛c. per lb.	Chinawood oil, spot, bbls. ¼c. per lb. Pacific Coast, tank cars, ¼c. per lb.
Lard, city, 25c. per 100 lbs.	Grease, house, ¼c. per lb.
Western, 15c. per 100 lbs.	yellow, ¼c. per lb.
	Oleo oil, 25c. per 100 lbs.
	Palm oil, Lagos, spot, ⅛c. per lb.
	Niger, spot, ⅛c. per lb.
	Palm kernel oil, spot, ¼c. per lb.
	Stearin, oleo, ⅛c. per lb.
	Tallow, ⅛c. per lb.

Comparative Values

Index numbers compiled from twenty-three typical oils, fats and greases on the basis of a normal of 100 for August 1, 1914, compare as follows:—

Last week.	Prev. week.	Last month.	Last year.
129.8	130.2	136.2	135.8

Price changes made Saturday up to noon and other last-minute market developments are reported on page 2.

Vegetable Oils

Chinawood.—Trade in domestic markets was quiet much of the time last week. Early in the period reports were current of a somewhat better inquiry on the coast but few transactions were reported. There was apparently no improvement in demand from varnish makers. Although supplies in the hands of consumers are believed to be small, they showed little disposition to purchase in advance of requirements. There was no pressure of offerings from importers and dealers, but competition among sellers was sufficient to give the market a rather easy tone and reports were current of occasional sales on the coast at a decline of ¼c. per pound in tank cars as compared with the prices prevailing at the close of the previous week. The primary market was steady with offerings light.

Coconut.—A fairly steady tone prevailed in the markets for prompt shipment of oil last week although prices were about where they stood at the close of the previous week. Offerings from refiners and importers were generally light. Reports were current of a somewhat better inquiry although sales were apparently limited as a rule to comparatively small or moderate quantities. Sellers on the coast appeared to be slightly firmer in their views as to futures and in some quarters slightly higher prices were demanded.

Corn.—Crude was easier early in the week, offerings being reported at further concessions of ⅛c. to ¼c. per pound, but later on the tone was steadier, owing to a firmer market for competing product. There was a fair inquiry.

Olive.—Consumers of denatured oil were not inclined to anticipate to any extent but there was a fair demand for moderate lots and with offerings generally light on spot and for arrival the market was steady. Edible oil was maintained at former quotations with a routine trade. Foots met with a fair demand and the market remained steady in the absence of any material change in the situation abroad.

Palm.—The market was quiet on spot, the weaker position of competing product making consumers inclined to hold off. The tone was easy. There was no pressure of offerings but shading of quotations was noted. Supplies on spot appear to be light. Palm kernal oil continued easy owing to a lack of demand of importance.

Rapeseed.—A steady tone prevailed with a better inquiry noted in some quarters on spot and for arrival. Offerings from abroad were reported as lighter with shippers steady in their views. Shipments of seed from India to the United Kingdom and the Continent from January 1 to May 20 were 36,250 tons against 52,825 tons in the same time last year.

Soya Bean.—Crude was steady on the coast with a somewhat better inquiry reported. Offerings continued light. The market here was quiet and steady.

Exports of Oil Cake and Meal

Exports from New York last week were:—

	Pounds	
	Oil cake.	Oil meal.
Friday	.....	.....
Saturday	201,600	.....
Monday	2,494,720	.....
Tuesday	1,136,960	168,000
Wednesday	.....	.....
Thursday	.....	.....
Totals	3,833,280	168,000
Since January 1—		
This year	235,287,432	2,296,960
Last year	183,265,580	1,844,000

Chicago Vegetable Oils

CHICAGO, June 7, 1929.

The Chicago vegetable oil was indicated to be easy to lower for most of the leading products at mid-week. While the products were not following identical price and market movements, there was a general softness on the part of most of them. This was especially true of coconut, Chinawood and Soya bean oils, with corn oil somewhat better than the others and peanut oil probably not so easy. Still, there was no outstanding strength on the part of any of the divisions of vegetable oils and buyers withheld from buying as much as they might. The end of the coconut oil decline is still a matter of much speculation.

Ruling prices were:—

COCONUT (sellers' tanks)—Crude coconut was offered at 6½c. for June-July shipment, and at 6⅝c. for August December, Pacific Coast. Acidulated oil, basis prime, was quoted at 6¼c., nominal. Edible oil sold somewhat better; edible,

barrels, car lots, 9½c. to 9¾c.; barrels, less than car lots, 10c. to 10¼c.

CORN (sellers' tanks)—Low acid crude was sold at 7⅞c. and was offered later at 8c. Refined, edible, barrels, car lots, 9¾c. to 10c.; barrels, less than car lots, 10¼c. to 10½c.

CHINAWOOD (sellers' tanks)—May-June shipment, Pacific Coast, 13c.; Chicago, spot, barrels, less than car lots, 15c.

SOYA BEAN (sellers' tanks)—Prompt shipment, domestic, tankcars, 8c.; refined, barrels, car lots, 10½c. to 11c., Middle West points.

PEANUT (sellers' tanks)—Basis prime crude, 8¼c. to 8½c.; edible, barrels, car lots, 12c. to 12½c.; barrels, less than car lots, 12½c. to 13c.

San Francisco Vegetable Oils

SAN FRANCISCO, June 3, 1929.

The vegetable oil morket is inactive, with little of interest to report. Prices generally are unchanged and trading is restricted.

SOYA BEAN—Quotations on this oil are unchanged at 9½c. per pound, f.o.b. Pacific Coast, in tankcars, for crude for May-June shipment from the Orient, and 7¼c. per pound, c.i.f. Pacific Coast, on mixed bulk oil. Refined and deodorized oil is still quoted at 12c. per pound, in barrels, Pacific Coast, in bond.

CHINAWOOD — A further drop has taken place in the price of this oil during the week, and July-August tankcars from the Pacific Coast are now quoted at 13c. per pound, f.o.b. Coast. Dealers maintain that the lower prices are only temporary and higher prices are looked for early in June.

PERILLA — The market is quiet but firm, and with oil in drums quoted at 13¾c. per pound, San Francisco, and tankcars for nearby shipment from the Pacific Coast at 13½c. per pound, f.o.b. Pacific Coast.

RAPESEED—No change in quotations at 9¾c. per pound for refined in drums for July-August-September shipment from the Orient and 9⅝c. per pound, f.o.b. tankcars, Pacific Coast. Buying interest is still lacking.

COCONUT — No change has been noted in quotations on this oil, which rule low in sympathy with the weak position of copra at 6½c. to 6¾c. per pound, f.o.b., tankcars, Pacific Coast.

COPRA — This commodity continues weak and the price has now worked below 4c. Buyers' ideas are not over 3.90c. and sellers are asking 3.95c. per pound, Pacific Coast for South Sea.

LUMBANG — Nominally, 9¾c. per pound, San Francisco, in drums.

TEA—No change has been noted in quotations on this oil. Barrels offered at 10½c. per pound, and drums at 9⅝c. per pound, c.i.f. Pacific Coast, in bond.

PALM — Lagos in drums, quoted at 8½c. to 9¼c. per pound, depending upon free fatty acid content. Sumatra oil, quoted at 7¾c. per pound, c.i.f. Pacific Coast, in bond, for June-July shipment from the Orient.

SESAME—Nominally, 11½c. per pound in barrels, Pacific Coast ports.

VEGETABLE TALLOW—White vegetable tallow, quoted at 8¼c. per pound.

Copra

An easy tone continued to prevail in domestic markets in the absence of any material change in the situation abroad. Offerings were reported at 3.90c. for South Sea and 4c. per pound for sun dried, f.o.b. Pacific Coast. The market was quiet.

Manila Copra

WASHINGTON, June 7, 1929.

The copra market is steady to firm, according to advices from the American trade commissioner at Manila dated June 5. Arrivals there last week were 78,000 sacks; at Cebu, 30,000 sacks. Receipts at Manila during May were 301,000 sacks. Inclement weather interfered slightly with production. Prices f.o.b. steamer for Bodega, Hondagua and Legaspi grades, 10 pesos per picul; Cebu and Manila, 10.625 pesos.

Animal Oils

Degras.—There was more doing in domestic oil last week according to reports current in some quarters although consumers still appeared to be averse to purchasing far in advance of requirements. Imported was in fair demand and with offerings light the market was steady.

Lard.—Business in spot oil was generally of the same conservative character noted in recent previous weeks, many buyers being disinclined to anticipate to any extent. Export trade was quiet. Changes in quotations were narrow.

Neatsfoot.—The market had a steady tone and quotations were generally well maintained. Although business lacked snap, there was a fair demand from local and outside buyers.

Oleo.—An easier tone developed and shading of quotations was noted. There was a fair demand reported for the various grades.

Tallow. — The market remained steady although raw material was a shade easier. There was a fair demand.

Movement of Oleo Products

Oleo oil exports and oleo stock receipts at New York last week were:—

	Oleo oil. Exports. Barrels.	Oleo stock. Receipts by rail. Tierces.
Friday	80	390
Saturday	180	...
Monday	1,390	200
Tuesday	...	110
Wednesday	300	215
Thursday	275	...
Totals	2,225	915
Since January 1—		
This year	67,180	33,084
Last year	66,557	39,330

Fish Oils

Cod.—Primary conditions were similar last week to those noted in the previous week and the market here remained steady. So far as new business was concerned there was little activity although some inquiries were in the market. Consumption of Newfoundland and British oil is apparently up to normal for this period of the year. Spot supplies are light and there was no pressure of offerings for arrival.

Menhaden.—Fishing in Chesapeake Bay will not commence until next week and the Baltimore market for crude was quiet and nominal. Buyers did not manifest much interest in the situation and there were few offerings from producers on an if and when made basis. Reports in regard to fishing operations in the South were bullish so far as the oil content of the fish was concerned. Refined oil was quiet and firm.

Sperm.—The market remained steady at previous quotations. Trade was routine.

Whale.—A steady tone continued to prevail in the market here for refined oil. Supplies on spot appear to be rather light and there was no increase in offerings. New business was quiet although there is said to be a steady movement into consuming channels. The coast market for crude oil was reported as nominal.

Baltimore Fish Oils

BALTIMORE, June 7, 1929.

With the menhaden fishing season two weeks off, very decided quiet prevails here in the fish oil market. The last week did not bring out a single transaction, and no orders on a when-and-if made basis are being taken by the fishing companies. There is no oil in the hands of the fishing companies, and the only business done is between dealers who happen to have some lots available and the paint manufacturers and other users.

Chicago Fish Oils

CHICAGO, June 7, 1929.

Fish oil dealings were of an even, routine character, with buying restricted to needs and inquiries for small volumes the rule. Offerings, however, were not so heavy as to depress the market unduly, and the price structure ruled about unchanged. Some menhaden business was reported, with some Pacific coast oil orders also indicated. Ruling prices were:—Cod, domestic, spot, 65c. to 67c.; Newfoundland, spot, barrels, 66c. to 68c.; menhaden, pressed, spot, barrels, 72c. to 74c.; unpressed spot, barrels, 64c. to 65c.; sardine, Pacific coast, sellers' tanks, 45c. to 46c.; salmon, Pacific coast, sellers' tanks, 44c. to 46c.

London Sperm Oil Prices

Quotations on sperm oil in London last week were:—

	Per cwt. s.	d.
Saturday	28	6
Monday	28	6
Tuesday	28	6
Wednesday	28	6
Thursday	28	6
Friday	28	6

Fats and Greases

Grease.—The market had an easier tone and some grades were available at concessions, although changes in prices for the week were slight. There was a fair demand for moderate lots.

Lard.—Cash lard was irregular in company with the Western market for futures, changes in quotations generally being moderate. Reports were current of some improvement in the export inquiry. Domestic business continued on a conservative scale, the call for moderate lots being fairly active.

Stearin.—Demand was rather quiet much of the time and the market was easy, offerings being reported at slightly lower prices.

(Continued on page 79)

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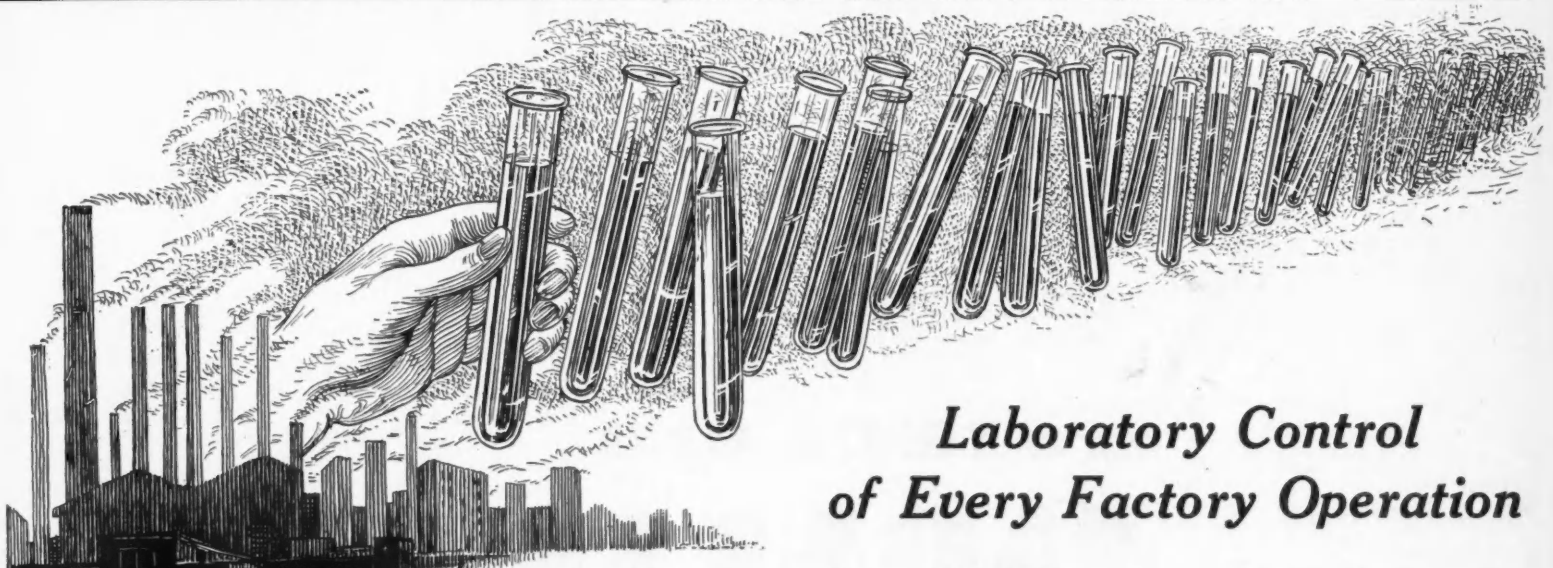

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Petroleum Crude and Refined

Crude Production Breaks All Previous Records —Bulk Gasoline Weak in East—Crude Advance Rumored

From the angle of new developments, the market for petroleum and petroleum products was not as prolific as in the previous weeks, but happenings were certainly no less important. Outstanding among the week's events was the creation of a new high record for crude petroleum production during the week ended June 1; the weakness of the bulk gasoline market at the Eastern refineries; and the rumors of another advance in the price of Midcontinent crude. While the setting of a new production record was not surprising in some quarters, having been expected as the result of the recent breakup in the curtailment program in Oklahoma and the widespread advances in crude prices, it was the cause of some comment in local market circles when it was revealed that the new daily average record of 2,711,650 barrels was mainly due to increased production in California. Activity in California was also attributed as the reason for the weakness of the Eastern gasoline market. Since the recent price advances the Eastern market position has provided a profitable outlet for California gasoline and, although the current market was quoted on an equal basis with the local refinery market, shading was being done It was reported from the Coast that gasoline in transit to New York was of large proportions and sales for delivery upon arrival were made at lower prices than the existing market levels. In response some of the smaller refiners in the East were disposed toward a lower market and concessionary quotations for large sized orders predicated their views.

Crude oil prices were advanced at Midland field, Mich., and in Oil City. There was also talk of another general rise in crude prices. The demand has undergone no let-up and while several producers were clamoring for permission to expand their operations, most of them were satisfied with continuing their production at its present rate and force refiners to pay higher prices for the available crude. The Texas operators were no longer concerned with the action of the operators in the Yates pool who asked official approval to increase their output by 30 percent.

Other refinery products passed the week in an unchanged position. Some price improvement in kerosene was noted at the Midcontinent refineries, but in the East prices were still subject to weakness and some of the larger factors were not very anxious sellers at the current market level. Paraffins were again soft. No changes occurred, but it was not difficult to consummate business somewhat below the established price plane. Fuel oils were active at the selling markets and slightly lower in price at the Pennsylvania refineries.

Crude Petroleum

All previous production records were smashed by the daily average production of crude during the week of June 1. Due mainly to the sharp upturn in production in some California fields total production reached the unprecedented heights of 2,711,650 barrels daily. The previous high record was 2,702,900 barrels set during the week of March 2. The high record for 1928 was 2,581,050 barrels set during the week ended December 29. Following the abandonment of the original curtailment program in the Oklahoma fields and the rise in Midcontinent prices, this was not surprising to those concerned with the exception that most of the increase emanated from California.

Prices of crude were advanced at Midland field, Michigan, and in pipe lines at Oil City. The former was advanced 20c. per barrel to $1.70 per barrel and an advance of 15c. per barrel was registered in Oil City crude, bringing the price to $1.80 per barrel.

There were a number of rumors regarding the prospects of another rise in crude prices through the Midcontinent area, based on the unabating demand for all available oil. Markets have been somewhat unsettled since the announcement that certain producers in West Texas were anxious to discard the curtailment limits, but evidently producers were no longer alarmed at the motion of the producers at Yates field, which would add 30,000 barrels to the daily output. Most producers in the Midcontinent section would continue production at its current rate and obtain higher prices rather than increase production and continue prices at their present scale.

An analysis of the record breaking production figures for the week ended June 1, revealed that the inerease was almost wholly due to a rise of 21,300 barrels in the daily average production at Santa Fe Springs. While it was true there was a large increase in the Panhandle area, amounting to 12,400 barrels, decreases were revealed at several other producing sectors and

Current prices on crude petroleum and refinery products, including prices at wells, at refineries, and in tankwagon and service station markets, are listed in the alphabetical arrangement of current market quotations beginning on page 5.

The State of the Petroleum Market

The price of crude petroleum at Midland field, Michigan, was advanced 20c. a barrel last week. Crude in the lines of the Stoll Refining Company at Oil City was advanced 15c. a barrel. Gasoline was unchanged at the refineries. Service station prices were advanced 1c. a gallon at points in New York State above North Beacon and Millerton and in Hamilton County, Ohio.

	June 8	June 1	Last Year
Crude petroleum prices at well (average for ten fields), per barrel.....	$1.767	$1.767	$1.452
Gasoline prices at refinery (average at four refining centers), per gallon.....	.09656	.09656	.0931
Gasoline prices at service stations (average for ten States), per gallon.....	.1945	.1945	.1967

Commercial production of crude petroleum in the domestic fields, as estimated by the Oil, Paint and Drug Reporter, has amounted this year, from January 1 to June 8, to 421,420,000 barrels, as compared with 378,524,000 barrels in the corresponding period in 1928. Commercial production is now at the rate of 2,706,000 barrels a day, compared with 2,348,600 daily at this time last year.

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were of sufficient size to neutralize this increase. It was interesting to note that production in Oklahoma declined from the previous week and production has yet failed to reach the expected 710,000 barrels. Oil well completions in the East were less for the month by virtue of the fact that producers had been working all available oil bearing wells during the previous month, in order to satisfy the heavy demand for crudes from that sector.

Production

The daily average gross crude oil production in the United States for the week ended June 1, 1929, set a new high record for all time amounting to 2,711,650 barrels, as compared with 2,690,350 barrels for the preceding week, an increase of 21,300 barrels, according to the estimates of the American Petroleum Institute. The daily average production east of California totaled 1,921,450 barrels, as compared with 1,921,350 barrels, representing an increase of 100 barrels. Details of production as compared with the previous week and the corresponding week last year follow:—

	Daily average in barrels—For week ended—		
	June 1, 1929.	May 25, 1929.	June 2, 1928.
Oklahoma	686,850	691,150	599,700
Kansas	118,150	116,850	107,950
Panhandle Texas	76,200	63,800	65,200
North Texas	83,950	83,900	75,000
West Central Texas	52,650	52,800	54,550
West Texas	305,550	370,200	293,950
East Central Texas	19,500	19,800	22,200
Southwest Texas	78,350	79,900	22,550
North Louisiana	35,150	35,400	42,700
Arkansas	71,450	71,550	107,050
Coastal Texas	125,100	127,800	112,400
Coastal Louisiana	18,500	19,700	19,450
Eastern	115,750	115,000	112,000
Wyoming	52,650	52,000	70,050
Montana	11,750	11,450	10,700
Colorado	7,300	7,600	7,050
New Mexico	2,600	2,450	2,100
California	790,200	769,000	640,800
Totals	2,711,650	2,690,350	2,365,400

The estimated daily average gross production for the Midcontinent field, including Oklahoma, Kansas, Panhandle, North, West Central, West, East Central and Southwest Texas, North Louisiana and Arkansas, for the week ended June 1, was 1,587,800 barrels, as compared with 1,585,350 barrels for the preceding week, an increase of 2,450 barrels. The Midcontinent production, excluding Smackover, Arkansas, heavy oil, was 1,539,000 barrels, as compared with 1,536,550 barrels, an increase of 2,450 barrels.

Eastern Pipeline Movements

Field runs and pipeline deliveries in New York, Pennsylvania, West Virginia, Kentucky, Tennessee, Ohio and Indiana of latest record are as follows:—

Runs

	Barrels	
	Day.	Month.
May 28	23,503	1,235,772
May 31	51,401	1,287,173
June 1-2	147,334	147,334
June 3	118,254	265,588

Deliveries

	Barrels	
	Day.	Month.
May 29	70,628	1,820,244
May 31	64,125	1,884,369
June 1-3	121,666	121,666
June 4	170,675	292,341

Monthly Totals, 1929

	Barrels	
	Runs.	Deliveries.
January	1,306,601	1,923,438
February	1,159,762	1,525,762
April	1,542,691	1,999,022
May	1,287,173	1,884,369

Monthly Totals, 1928

	Barrels	
	Runs.	Deliveries.
January	1,436,163	1,551,512
February	1,243,949	1,372,114
March	1,782,134	1,709,867
April	1,374,186	1,695,911
May	1,493,922	1,877,417
June	1,482,713	1,872,768
July	1,334,834	1,743,840
August	1,858,518	1,284,805
September	1,308,602	1,966,101
October	1,346,396	1,933,350
November	1,158,124	1,788,643
December	1,236,844	1,903,459

Imports

Imports of petroleum, crude and refined oils, at the principal ports for the month of May, totaled 9,196,000 barrels, a daily average of 296,645 barrels, compared with 8,759,000 barrels, a daily average of 291,967 barrels for the month of April, 1929. Imports at the principal United States ports for the week ended June 1 totaled 1,671,000 barrels, a daily average fo 238,714 barrels, compared with 2,666,000 barrels, a daily average of 380,857 barrels for the week ended May 25, 1929. Comparative details follow:—

	Barrels received week ended—	
At Atlantic Coast ports—	June 1.	May 25.
Baltimore	77,000	261,000
Boston	146,000	141,000
New York	778,000	1,211,000
Philadelphia	390,000	369,000
Others	137,000	319,000
Totals	1,528,000	2,301,000
Daily averages	218,286	328,714
At Gulf Coast ports—		
Galveston district		54,000
New Orleans and Baton Rouge	143,000	218,000
Port Arthur and Sabine district		93,000
Tampa		
Totals	143,000	363,000
Daily averages	20,428	52,143
At all United States ports—		
Totals	1,671,000	2,666,000
Daily averages	238,714	380,857

Movements of California Oil

Receipts of California oil, crude and refined oils, at Atlantic and Gulf Coast ports for the month of May totaled 1,950,000 barrels, a daily average of 62,903 barrels, compared with 1,956,000 barrels, a daily average of 65,200 barrels for the month of April. Receipts at Atlantic and Gulf Coast ports for the week ended June 1 totaled 312,000 barrels, a daily average of 44,571 barrels, against 509,000 barrels, a daily average of 72,714 barrels for the week ended May 25, 1929. Comparative details follow:—

	Barrels received week ended—	
At Atlantic Coast ports—	June 1.	May 25.
Baltimore	78,000	145,000
Boston		
New York	234,000	80,000
Philadelphia		218,000
Others		66,000
Totals	312,000	509,000
Daily averages	44,571	72,714
At Gulf Coast ports—		
Totals		
Daily averages		
At Atlantic and Gulf Coast ports—		
Totals	312,000	509,000
Daily averages	44,571	72,714
Oils Received		
Crude		95,000
Gasoline	312,000	414,000
Kerosene dist.		
Gas oil		
Fuel oil		
Totals	312,000	509,000

Price Changes in the Past Month

May 15 — Muskegon crude advanced 25c. a barrel.

May 20—Midcontinent crude, all gravities advanced 5c. to 41c. a barrel.

May 21—Salt Creek crude, all gravities advanced 5c. to 41c. a barrel.

May 21—Lima, Indiana, Illinois, Princeton, Plymouth, Wooster, and Western Kentucky crude advanced 15c. a barrel.

May 21 — Elk Basin, Grass Creek (light), Big Muddy, Lance Creek, Rock Creek and Mule Creek crude advanced 10c. to 30c. a barrel.

May 22 — Oil Springs and Petrolia crude advanced 15c. a barrel.

May 22 — Louisiana - Arkansas crude advanced 10c. to 41c. a barrel.

May 22—Corning, Cabell and Somerset crude advanced 15c. a barrel.

May 22—Gulf Coast crude advanced 10c. to 21c. a barrel.

May 23—Sunburst crude advanced 10c. a barrel.

May 29—Bellvue crude advanced 10c. a barrel.

June 3—Oil City crude in lines of Stoll Refining Co. advanced 15c. a barrel.

June 3—Midland, Mich., crude advanced 20c. a barrel.

Refinery Products

The contrasting strength in the gasoline market in the Midcontinent and the weakness in the East was of unusual interest in the market for refinery products last week. The weakness in the East was more pronounced as the result of heavier sales of California gasoline on spot and to arrive.

As a result, some of the refiners in the East—those who had originally advocated the latest rise—were disposed toward a lower market and were openly cutting the schedule. The larger refiners held to the established market levels but reported that business was not as bright as could be expected following the heavy consumption over the Memorial day holiday. Prices at the Midcontinent refineries were as strong as the East was weak. Some unsettlement was noted in reflection of inclement weather but prices were basicly sound and withdrawals from storage supplies were heavy. Other refinery products went without commendable features. Kerosene was still easy in the East but another improvement was witnessed in the West on better demand and somewhat controlled production. Fuel oils were off in Pennsylvania but were quiet and steady elsewhere. Diesel and bunkers were held at their established levels and no potential revisions were looked for by the sellers.

Tankwagon Price Changes

June 5—Standard Oil Company of Ohio advanced tankwagon and service station prices of gasoline 1c. a gallon in Hamilton county, Ohio.

June 6—Standard Oil Company of New York advanced the service station price of gasoline 1c. a gallon at all points in New York State north of North Beacon and Millerton.

Market Conditions

Gasoline.—Further weakness developed in the bulk gasoline market at the Eastern seaboard. Large refiners were quoting 10c. per gallon for U. S. motor materials but the market was subject to a good deal of competition from suppliers of California material who were also quoting 10c. per gallon

on the surface. Shading was being done and prices as low as 9½c. per gallon were heard not only from this source but from some of the Eastern refiners themselves. It was reported that there were several large lots of gasoline in transit to New York and that some portion was sold to arrive at somewhat lower than the market scale. Since the recent advances to 10c. a gallon, the jobbing interests were asking for an advance in service station prices and the first move in this direction was in the form of an advance of 1c. a gallon through New York State with the exception of what is known as the New York City district. Tankwagon prices remained unchanged. The New York city market was the scene of sharp competition among the sellers and some factors reduced the tankwagon and service station prices 2c. a gallon. Prices at Hamilton County, Ohio, which includes the city of Cincinnati, were also advanced 1c. a gallon placing that section on the State-wide basis. Prices of U. S. motor material at the Midcontinent refineries were unchanged and basicly strong. Some slight weakness occurred on slower consumption as the result of recent bad weather but a strong undertone held the general market easily. Bids are wanted June 17 according to circular 309 at the office of the contracting officer, Material Division, Air Corps, Wright Field, Ohio, for a large quantity of aviation gasoline. Bids are also wanted June 13, circular 180 by the Quartermaster Depot, Chicago, for 29,500 gallons of motor gasoline.

Kerosene.—The kerosene market was again weak in the East but prices were higher in the West as refiners advanced their quotations using the recent crude rise as the basic reason. In the local market larger sellers were asking 8c. a gallon but 7¾c. a gallon was easily obtained. Demand was poor and some sellers were not very anxious to force the movement of materials. The export demand was also quiet but no lower prices were heard at the Gulf. Reigning prices at the Midcontinent refineries, including the advances of the week were based on 5¾c. to 6c. per gallon for 41-43 water white in North Texas and 6½c. to 6¾c. a gallon for the same grade at the Louisiana-Arkansas depots.

Fuel Oils.—Another reduction in prices at the North Texas refineries and a reduction of ⅛c. a gallon in Pennsylvania were the changes in the market over the week. Prices were at 60c. to 65c. a barrel for all grades in Texas. The declines were registered as a result of tapering demand rather than underlying weakness. The market at the Eastern seaboard was steady with no evidence of competition among the sellers and all quoting similar prices. Diesel continued in regular fashion at $2 a barrel, with one seller still quoting $2.05. Furnace and gas oils were quiet and unchanged.

Paraffin Wax.—Continued to display a weak tone, and although there were no changes over the week, current quotations for both scale and fully refined could be shaded from ⅛c. to ¼c. per pound. The export demand was not much improved over the week, and the growing activity of the Polish refineries has seriously encroached on the export business that was formerly controlled by American refineries.

Lubricating Oil.—Passed the week quietly and without change at the principal refineries. Strength continued to feature the markets at Oklahoma and in Pennsylvania, and some of the higher grades were selling at a premium. Bids are wanted June 12, according to circular 152, by the commanding officer at Raritan Arsenal, N. J., for 1,000 quarts of lubricating oil. The movement of lubricating oil through this market for the past week, by days, was as follows:—

	Receipts Barrels	Exports Gallons
Friday	.....	41,750
Saturday	.....	68,550
Monday	.....	181,450
Tuesday	.....	70,250
Wednesday	.....	184,050
Thursday	.....	44,000
Totals	.....	540,050

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PETROLEUM IRON WORKS COMPANY
SHARON, PA.

Chicago Petroleum Market

CHICAGO, June 7, 1929.

The spot gasoline market, after attaining the best price levels of many months, has run into some contrary currents and turned at first dull and then a bit easy. Weather has been unseasonable, with cool snaps over wide sections of the country, and gasoline ordered out from refiners for May was turned loose at the end of that month and had to seek buyers, with a resultant softness in price. Gasoline consumption is running materially ahead of that of the corresponding period of last year. This is despite the spotty weather conditions.

Jobbers have ample material in storage, and for this reason they are not interested right now in taking on more material.

Refiners admit that gasoline has not been moving from refineries in the Southwest as rapidly as they had hoped. However, the leading refiners are maintaining their asking price on U. S. Motor material at 9¼c., while the material is available elsewhere below 9c.

Because of the enlarged spread of prices between gasoline and kerosene, farmers and other consumers are taking a better interest in the latter material marketwise than they have done for some time, and as a result there is a firm market tone on the product. Prices are a trifle higher, and it seems that the market is well held. The volume of business on this product, however, is still not large.

Furnace oils are subject to a little call from householders who find it necessary to have more material to finish out the cool weather before high temperatures. This, with the winter fill business, is sufficient to impart a fair demand for this time of year to the tank wagon business.

Gas oils are featureless, and while the large gas companies have not been aggressive buyers, it appears that this demand is enough to balance supply.

There is a good tone in the fuel market, refiners adhering to their earlier stated policy not to dump this material on the market at whatever price could be realized. West Texas sulphur oils are better in tone and sellers are trying to get a few more cents a barrel than they were getting a month ago. It is still available in small quantities below 50 cents a barrel on 18-22 material. High grade fuels are quite dull, although not much changed in price.

Ruling prices were:—

GASOLINE (per gallon, tankcar)—50-52, 450 (naphtha), 8⅝c. to 8⅞c.; 56-58, 450, 8½c. to 8¾c.; 58-60, 437, (U. S. motor), 8¾c. to 9¼c.; 60-62, 400, 9¼c. to 9½c.; 64-66, 390, 9½c. to 9⅝c.; 64-66, 375, 9⅝c. to 9¾c.; 68-70,, 360, 9¾c. to 10c.

KEROSENE (per gallon, tankcar)—41-43, water white, 5¾c. to 6c.; 42-44, water white, 6¼c. to 6¾c.

FURNACE OILS (per gallon, tankcar)—38-40, straw, 3⅜c. to 3½c.; 36-38, straw, 3¼c. to 3⅜c.; 32-34, straw, 2⅞c. to 3c.; 32-36, light zero gas oil, 2⅝c. to 2¾c.; 32-36, dark, industrial gas oil, 2½c.

FUEL OILS (per barrel, tankcar)—28-30, zero, 90c. to 95c.; 26-28, 75c. to 80c.; 24-26, 67½c. to 70c.; 18-22, low sulphur, 55c. to 60c.; 18-22, high sulphur, 47½c. to 50c.; Smackover, treated, 87½c. to 90c.

LUBRICATING OILS—Strength continues in this market, with a ready demand, especially for the bright stocks, which are firm at the best prices yet established.

New Orleans Petroleum Market

NEW ORLEANS, June 6, 1929.

The demand for 58-60 U. S. motor gasoline is good at present. The price in tankcars at the refineries is 9.75c. a gallon. The delivered price, including freight, taxes and inspection, is 15c. a gallon.

The call for 41-43 water white kerosene is only fair. Refineries offer this grade at 7.85c. a gallon. The delivered price, including freight, taxes and inspection, is 9½c. a gallon.

Demand for bunker C fuel oil is steady at 95c. a barrel at terminal.

Tulsa Petroleum Market

TULSA, June 6, 1929.

Under the influence of continued rainy weather in the central and upper Mississippi Valey regions, irregularity prevailed during the first few days of the week in the Midcontinent refinery and natural gasoline markets.

The U. S. motor material was more freely offered on Monday and Tuesday at concessions than at any time since the recent tankwagon and crude advances. A few of the smaller refiners who have but few contracts and dispose of their output on the day-to-day market, had considerable material loaded in tankcars and were willing to make concessions of ⅜c. to ½c. a gallon under the average price range existing during the previous week.

The larger refiners who are pretty well contracted over the year continue to quote 9¼c. a gallon on spot business and claim that they are receiving sufficient orders to take care of their surplus. Shipmenst of gasolines increased approximately 3,000,000 gallons and stocks carried in storage decreased approximately 4,000,000 gallons for the week period ending June 1.

Kerosenes were generally unchanged in price with the spot demand about an even keel with production. Stocks carried by refiners increased approximated 500,000 gallons for the week ending June 1.

Distillates continue inactive under the influence of the usual seasonal let-up in consumption. Gas oil prices held steady to higher during the week, with the straight overhead material suitable for cracking, getting the best play.

Slightly higher quotations prevailed on all grades of fuel oils, especially the low sulphur and higher gravity materials.

Neutrals, steam refined cylinder and

bright stocks continue in good demand, with prices unchanged.

Waxes were off approximately ½c. a pound from the previous week.

Ruling prices in the Midcontinent, basis group 3 Oklahoma, were approximately as follows:—

REFINERY GASOLINES—The average quotation for the U. S. motor material was 9c. to 9¼c. a gallon, with the smaller refiners offering distress material for immediate shipment at 8½c. to 8¾c. a gallon; 60-62, 400 e.p., 9¼c. to 9½c. a gallon; 64-66, 375 e.p., 9½c. to 9⅝c.; 68-70, 360 e.p., 9⅝c. to 9¾c.

NATURAL GASOLINES — Grades A and AA, 7½c. to 7⅝c. a gallon; grades B, BB and C, 7¼c. to 7⅜c. a gallon.

KEROSENES—The 41-43 gravity, water white, 5¾c. to 6c. a gallon; 42-44 gravity, water white, 6½c. to 6¾c. a gallon.

DISTILLATES—The 36-38 light straw, 3c. to 3¼c. a gallon; 38-40, light straw, 3¼c. to 3⅜c. a gallon.

GAS OILS—Ordinary u.g.i. specifications material, suitable for either cracking or industrial use, 2⅜c. to 2⅝c. a gallon; 32-36, light straw, 2½c. to 2⅝c. a gallon.

FUEL OILS—Southwest Texas, 18-22, high sulphur, 50c. a barrel, f.o.b., group 3 Oklahoma; Oklahoma and North Texas, 18-22, low sulphur, 55c.; 22-26, 60c.; 24-26, 67½c.; 26-30, 77½c.; 28-30, 87½c.; 30-32, 95c.

Weights, Measures Conference Closes

(Continued from page 20)

on account of the supposed amount of grease or transmission oil delivered. When a device is so used there shall be no indicating device or statement purporting to indicate that any definite weighed or measured quantity can be delivered by the device.

Specifications

Permanence.—All grease-measuring devices shall be of such design, construction and materials that they may reasonably be expected to withstand ordinary usage without impairment of the accuracy of their measurement, or the correct functioning of their operating or indicating parts.

Units of Delivery.—Grease-measuring devices shall have the following discharge capacities per stroke or per cycle of the primary indicating elements, and these only:—One pint, a multiple of the pint, or a binary submultiple of the pint—that is, the quantity obtained by dividing the pint by the number 2 or a power of the number 2.

Indication of Delivery Required.—All grease-measuring devices shall be so designed and constructed that the initial zero condition and the amount delivered in terms of liquid measure shall be clearly and definitely indicated by automatic means, and the indication of any delivery shall take place only when the full discharge has in fact occured.

This specification was amended by adding a footnote referable to the words "in terms of liquid measure," and reading as follows:—

Devices which are at the time of adoption of these regulations in any jurisdiction marked to deliver in pounds rather than in pints and which in other respects conform to the retroactive sections of this code or are susceptible of being made so to conform should not be condemned and confiscated on this ground alone, but the word "pound" should be obliterated wherever it occurs and the word "pint" substituted therefor. In this case the device should be readjusted if necessary.

Tolerances

Except under special conditions as described in specification No. 5, the tolerances to be allowed in excess or deficiency on all grease-measuring devices shall be 1¼ cubic inches (about ⅝ liquid ounce) on a delivery of 1 pint or less; for deliveries of more than 1 pint add 1 cubic inch (about ⅝ liquid ounce) per indicated pint; provided, however, that the manufacturers' tolerances or the tolerances on all new grease-measuring devices shall be one-half of the values given; and provided further that these latter tolerances shall also be applied to all devices which are being retested after being found incorrect and subsequently adjusted or repaired.

The conference also adopted the following note to the specifications to serve as an advance notice to manufacturers:—

Device to Indicate Exhaustion of Supply.—The conference goes on record to the effect that it is its opinion that such a device as is mentioned in the following paragraph is a very desirable one, but considers that the time is not yet ripe to recommend its adoption. The conference suggests, however, that at some future time steps may be taken to incorporate the following paragraph in the code of specifications.

All grease-measuring devices shall be provided with a device which will make the unit inoperable when the supply of grease or transmission oil has reached a point where the accuracy of delivery would be affected, or shall be so constructed as to warn the purchaser and the operator in a conspicuous and distinct manner that the level of the supply is so low as to endanger the accuracy of the measurement.

The principal change in the specifications for gasoline pumps was designed to effect speadier delivery. The old rules provided for the completion of delivery of five gallons within ten seconds after the main flow of liquid had ceased, but this was amended to provide delivery of any nominal quantity which the pumps are designed to deliver within this period.

In a paper prepared for the conference, Ernest N. Smith, general manager of the American Automobile Association, urged closer check on independent gasoline filling stations and scored the American Petroleum Institute for not doing more to protect the motoring public. He described tests of filling station sales in several cities, many of which proved to be short measure. In one city, he said, a check of 100 stations found twenty-five to be giving short measure and twenty-two of these were convicted, while in another city forty-four out of 390 checked were guilty of this practice. From these instances the A.A.A. has concluded that one-sixth of the gasoline sold, or two billion gallons, is subject to shortmeasure averaging about one quart in five gallons. This, he said, is a loss to the public of 100,000,000 gallons of gasoline, or about $20,000,000, annually.

Mr. Smith declared that the larger oil companies were not guilty of these practices, but that little is being done to prevent the small, independent stations from giving short measure. He urged motorists and weights and measures officials to co-operate in securing adequate state laws, proper administrative machinery, and necessary appropriations for gasoline pump inspection.

The A. A. A., he said, was astonished to find that the code of trade practices adopted by the American Petroleum Institute and now under consideration by the Federal Trade Commission was silent on many practices that affect the motorist, particularly in that it did nothing to prevent short deliveries of gasoline and oil, nothing to stabilize the widely fluctuating prices, and nothing to reduce the number of competing gasoline filling stations.

Richfield Oil Company has started construction on ten 134,000-barrel steel tanks near its Rico refinery and plans other improvements in the vicinity involving an expenditure of $500,000.

Edwin E. Aldren, director of aeronautics for the Standard Oil Company of New Jersey, returned June 4 on the "Paris," after a stay on the Continent in company with Mrs. Aldren.

The next regular monthly meeting of the board of directors of the American Petroleum Institute will be held in this city, June 28. It is expected that the directors will discuss results of the conference of state governors and representatives of the petroleum industry now in progress at Colorado Springs.

The consumer's Oil & Supply Company, Braymer, Mo., has incorporated with an authorized capitalization of $20,000 to deal in petroleum and various products. There are 2,000 shares at $10 par, held by A. D. Rose, George Mcintosh, C. W. Wetzel, E. T. Tospon, O. J. Lungren and eighteen others.

On recommendation of the standardization committee of the American Society of Mechanical Engineers, the council of the society has requested the American Standards Association to authorize the standardization of diesel oil. The engineers' society offers to be sponsor, alone or jointly, for the undertaking.

The explosion and fire in still No. 14 of the refining plant of the Cities Service Company, East Braintree, Mass., last week, was responsible for the death of three workers and the injury of four others. The opinion was expressed that the explosion was due to water getting into a tank of crude oil.

The Porter Oil Company, Sidney, Neb., and a group of other dealers in the region have filed a complaint with the Interstate Commerce Commission seeking reductions in the freight rates on petroleum and its products from points in Oklahoma and Kansas and asking rates related to those recently prescribed for groups A and B in Nebraska and Colorado.

The Hancock Oil Company's new $500,000 tank farm and oil loading station will be ready for occupancy June 15. The plant occupies a six-acre site, consisting of eight tanks with a storage capacity of 300,000 barrels and a 450-foot loading wharf, and is also equipped with the latest oil landing devices and protected against fire hazards by a specially designed fire wall.

A bill making it a Federal misdemeanor to discharge oil or allow oil to escape into navigable waters was introduced June 4 by Representative Joe Crail of California. The bill applies to both vessels and land plants and excepts only accidents where all reasonable means were taken to prevent the escape of oil. Restrictions covering the transfer of cargo and bunker oil and the discharge of bilges in harbors are outlined in the bill in detail.

Employes of the Richfield Oil Company, of California, under the direction of Rufus J. Pilcher, head of the company's aviation department, at a meeting recently organized with a nucleus of twenty members for self-instruction in the theory and practice of flying. Heardquarters of the club will be at the Long Beach municipal airport. Within the next week or ten days a training ship will be purchased and flight instruction will start.

Crude Petroleum Output in March

Total for Month of 82,515,000 Barrels Represents Greatest Volume Ever Produced

According to reports received by the United States Bureau of Mines the production of crude petroleum in the United States during March, 1929, amounted to 82,515,000 barrels. Although this was the largest amount ever produced in any month, the daily average which it represents, 2,662,000 barrels, was considerably below the record figure of February, 2,703,000 barrels.

Of the three leading producing States of California, Texas and Oklahoma, Texas was the only one to record an increase in daily average production in March. This resulted in the main from increased output of the Salt Flat field. Daily average production in California showed a decrease, which was largely due to the decline at Santa Fe Springs. Oklahoma showed a material decline in daily average production, this being due to a more or less general curtailment throughout the State.

Stocks of crude petroleum east of California continued to increase but at a much reduced rate as compared with February. The increase in stocks east of California was approximately 2,700,000 barrels, of which over half was in refinery stocks. Stocks of light and heavy crudes in California increased nearly 3,500,000 barrels, the major portion of which occurred in the light grades.

The reduction in daily average crude production with a consequent lessening in the amounts of crude oil going to storage was reflected in the change in stocks of all oils, which in March increased at a slower rate than in February. Another factor which operated to reduce the amount of oil going to storage was the increase in gasoline consumption, although this was practically nullified by the opposing factor of decreased fuel oil consumption.

Data on Important Fields

(March, 1929)

The daily average production in the greater Seminole district during March, 1929, amounted to 398,000 barrels. This was the first month in a long time that the output of this prolific area has fallen below the 400,000-barrel mark. Completions in this area in March were nearly double the number in February, but a large part of the new production was held back.

Little change of consequence was noted in West Texas where the daily average for March was 385,000 barrels, as compared with 390,000 barrels in February. In California the Long Beach field showed a very small increase in daily average production, but Santa Fe Springs fell off from a daily average of 189,000 barrels in February to 170,000 barrels in March. This would indicate that the peak for this field was past, although the possibilities of the two deepest sands are not yet known.

Stocks of crude petroleum in the greater Seminole area declined from 18,394,000 barrels on March 1 to 18,101,000 barrels on March 31. This was the first decline in these stocks for several months and indicated an increased demand for this crude. Details follow:—

Production and Gravity

	March, 1929. Total.	March, 1929. Daily av.	February, 1929. Total.	February, 1929. Daily av.	March, 1928. Total.	March, 1928. Daily av.	Av. grav.
Seminole,					9,747,000	314,000	39.0
St. Louis, etc.	12,325,000	398,000	11,438,000	409,000	450,000	15,000	40.0
West Texas	11,942,000	385,000	10,915,000	390,000	10,904,000	352,000	30.0
Long Beach	5,816,000	188,000	5,163,000	184,000	3,877,000	125,000	26.0
Santa Fe Springs	5,275,000	170,000	5,300,000	189,000	1,165,000	38,000	33.0

Stocks at Seminole-St. Louis, Etc.

	Mar. 31, 1929.	Feb. 28, 1929.	Mar. 31, 1928.*
Producers' stocks	548,000	493,000	386,000
Tank-farm stocks	17,553,000	17,901,000	18,386,000
Total stocks	18,101,000	18,394,000	18,772,000

* Includes stocks at Seminole only.

Record of Wells in March

	Completions—Oil.	Gas.	Dry.	Total initial production barrels.	Average initial production barrels.	Drilling March 31.
Seminole-St. Louis, etc.	118	3	13	100,300	850	229
West Texas	76	1	33	199,800	2,600	280
Long Beach	24	..	4	18,800	800	94
Santa Fe Springs	18	..	3	35,800	2,000	168

General Production Statistics

Production

	Barrels—March, 1929. Total.	March, 1929. Daily av.	February, 1929. Total.	February, 1929. Daily av.	Jan.-Mar., 1929.	Jan.-Mar., 1928.
Appalachian	2,635,000	85,000	2,350,000	83,900	7,568,000	7,452,000
Lima-Indiana	128,000	4,100	99,000	3,500	335,000	401,000
Michigan	145,000	4,700	130,000	4,600	434,000	90,000
Illinois-Southwestern Indiana	678,000	21,900	534,000	19,100	1,801,000	1,878,000
Midcontinent	48,115,000	1,552,100	44,488,000	1,588,900	141,363,000	132,014,000
Gulf Coast	4,350,000	140,300	3,840,000	137,100	12,443,000	10,563,000
Rocky Mountain	2,139,000	69,000	1,951,000	69,700	6,231,000	7,111,000
California	24,325,000	784,700	22,301,000	796,500	70,012,000	56,184,000
United States totals	82,515,000	2,661,800	75,693,000	2,703,300	240,187,000	215,693,000
Light crude	73,713,000	2,377,900	67,743,000	2,419,400	216,268,000	191,086,000
Heavy crude	8,802,000	283,900	7,950,000	283,900	23,919,000	24,607,000

Crude Petroleum Stocks in the United States

	Barrels—March 31, 1929.	February 28, 1929.	March 31, 1928.
At refineries east of California	46,257,000	44,590,000	44,118,000
Pipeline and tank-farm stocks east of California—			
Gross	350,692,000	348,751,000	342,421,000
Net	333,110,000	331,946,000	325,011,000
Foreign crude petroleum on Atlantic coast	59,000	83,000	75,000
Foreign crude petroleum on Gulf coast	233,000	320,000	45,000
Refinery, pipeline, and tank-farm stocks of domestic and foreign crude petroleum east of California	379,659,000	376,939,000	369,249,000
Producers' stocks (not included above; approx.)—			
East of California	7,550,000	7,500,000	.....
California	1,851,000	1,863,000	.....

Imports and Exports

	March, 1929. Total.	March, 1929. Daily av.	February, 1929. Total.	February, 1929. Daily av.	Jan.-Mar., 1929.	Jan.-Mar., 1928.
Imports	6,790,000	219,000	7,016,000	250,600	21,881,000	19,026,000
Exports	1,572,000	50,700	1,678,000	59,900	5,222,000	3,999,000

California Oil Through Panama Canal to Eastern Ports

	Barrels—March, 1929.	February, 1929.	Jan.-Mar., 1929.	Jan.-Mar., 1928.
Crude oil	155,000	241,000	396,000	1,072,000
Refined products	2,085,000	2,091,000	6,338,000	4,234,000
Gasoline	1,550,000	1,735,000	5,108,000	3,132,000
Gas oil	480,000	343,000	1,157,000	661,000
Fuel oil	51,000	8,000	59,000	277,000
Lubricants	1,000	2,000	5,000	155,000
Asphalt	3,000	3,000	9,000	9,000

Number of Producing Oil Wells Completed

March, 1929.	February, 1929.	Jan.-Mar., 1929.	Jan.-Mar., 1928.
1,074	1,086	3,365	2,549

Standard-Universal Suit

ST. LOUIS, Mo., June 6, 1929.

Depositions again are being taken here in the 13-year-old suit of the Universal Oil Products Company of Chicago against the Standard Oil Company of Indiana, which alleges infringement of patents in the use of the Burton "cracking" process of petroleum refining. The litigation is pending in Federal Court at Kansas City.

The hearings are being conducted before Holmes Hall, special master, who is at the Hotel Chase. Gustav Egloff, technical director of the Universal Company, was examined last week. Last February he was asked to tell what he knew about emulsions in the refining of oil and he required one month to answer the question. The transcript of the testimony now fills 21,000 typewritten pages.

American Pharmaceutical Manufacturers Meet

(Continued from page 21)

six active member firms were found to be in attendance.

Report of Committee on Attendance

Attendance at the meetings of the association is as important as membership in it for the success of its endeavors, said the committee on attendance in a report read by Bern B. Grubb, chairman. Describing briefly the functioning of the committee, and the need for full activity on the part of all members, the report concluded as follows:—

A rapid rate of advancement and progress depends entirely upon every member of this association being adequately represented at each meeting. Furthermore, there is need that every eligible institution be brought into membership. Each member should assume the obligation to see and convince non-attending members of the necessity that they attend regularly and enter actively upon the duties of membership.

This association has been functioning less than 50 percent, according to its attendance records, and our success thus far is accounted for in the fact that we have been so very fortunate in the choice of leaders and withal have been wise as to our counselor retainments.

Your publicity committee and your committees on distribution problems and sales problems will at this and succeeding meetings, and through bulletins, give our membership such information and suggestions that if properly employed will be worth far more to each member firm than the amount of his expenses and time to attend. Each of us can grow easier, faster and far better if our competitors are doing the same thing.

I assume the attendance committee problem to be, sell the A.Ph.M.A. to its own non-attending and occasional attending member. In that connection every member must assume his share of effort that may be necessary to increase our membership and increase our attendance. At this meeting, let each member renew his allegiance and obligation to the association to the end that our new and vast programs be undertaken with enthusiasm and carried on with honor and glory for our profession and business.

Following the reading of his report, Mr. Grubb showed a chart which tabulated the attendance record of individual members at the annual meetings from the inception of the association. President McNeil urged members to study the chart with a view of improving convention attendance in the future.

Report of Memorial Committee

The report of the memorial committee was presented by B. L. Maltbie. It recalled the services of seven men directly or indirectly associated with the organization, who had died since the previous annual meeting, the deaths of the following being mentioned:—

George C. Pratt, vice-president of the National Drug Company, Philadelphia.

J. W. Hayne, president of the Columbus Pharmacal Company, Columbus, Ohio.

George C. Wellons, vice-president and general manager of the William A. Webster Company, Memphis.

Alfred H. Otis, vice-president and general sales manager of the Kimball Glass Company, Vineland, N. J.

Dr. F. A. Boericke, former president of Boericke & Tafel, Philadelphia.

Charles C. Kelley, president of G. S. Stoddard & Co., New York.

Report of Membership Committee

The committee reported the acquisition of the following new members during the year:—

Blue Line Chemical Company, St. Louis.
Arthur Colton Company, Detroit.
Mason Addressing Service, St. Louis.
E. B. Shuttleworth Chemical Company, Toronto.

The committee endorsed the idea offered by S. B. Penick, that the association bulletin be sent to prospective members for three months, with a view of making them acquainted with the work of the organization.

President McNeil announced the election of the following additional new members:—G. W. Carnrick Company, Newark, N. J., and C. D. Frost, Montreal, to active membership; Carr-Lowry Glass Company, Baltimore, to associate membership.

The committee on associate members, through its chairman, C. H. Curtis, expressed the pleasure of the associates found in their relations with the pharmaceutical manufacturers, and offered to serve the association in whatsoever manner might be necessary or desirable.

The secretary read telegrams of greetings from Harry Noonan, of the Drug Products Company, Long Island City; Mr. and Mrs. George C. Hall, Kalamazoo, Mich.; J. Davidson Pratt, of the British Chemical Manufacturers' Association, London, and Miss E. Roeser, who had been the stenographer at the conventions since 1913.

Report of Committee on Annual Meeting

H. B. Johnson, chairman of the committee on annual meeting, reported that its first step had been to issue a bulletin early last winter, soliciting suggestions from the members as to their choice of a meeting place. This was followed by a questionnaire listing the various locations suggested and the final report was presented at the midyear meeting, the first week of December in Indianapolis, at which time the directors of the association and the committee decided to hold the next meeting at Old Point Comfort, as this location had received the largest number of votes.

Reception of Delegates

Greetings from other organizations in the drug trade were presented as follows:—

Dr. E. F. Kelly, secretary of the American Pharmaceutical Association, said he was pleased to see the American Pharmaceutical Manufacturers' Association enter the scientific field in working for better standards. It was his belief that all the allied organizations are helping to standardize the industry.

S. B. Penick, newly elected president of the American Drug Manufacturers' Association, responded briefly on behalf of his association. Carson P. Frailey, secretary of the American Drug Manufacturers' Association, and Charles G. Merrell, former president, also responded.

Report of the Secretary

As customary, the secretary, John G. Searle, made no formal report in detail, but left the various activities of the association to be covered in the

John G. Searle
Re-elected Secretary

reports of the president, the counsel, and the committees. Mr. Searle presented the bulletins issued during the year and the printed proceedings of the 1928 convention as his official report.

Report of the Treasurer

In the absence of the treasurer, C. N. Angst, his report, covering the year ended May 29, was read by the secretary as follows:—

Cash on hand June 1, 1928	$3,719.85
Liberty bond	1,000.00
	$4,719.85
Receipts	
Dues, 1928-1929	$12,650.00
Registration 1928 meeting	862.50
George C. Hall donation	100.00
Binders for association bulletins	166.95
Wakefield Item Co. (linotype metal)	87.10
Manual on assay methods and tolerances	137.50
Interest on liberty bond	42.50
Interest on deposit	181.71
Total receipts	$14,228.26
Total receipts, plus cash on hand at beginning of year	$18,948.11
Disbursements	
Charles Wesley Dunn, retainer	$5,916.67
New York office expense	2,897.46
Proceedings 1928 meeting	1,078.76
Stationery and printing	646.48
Entertainment 1928 meeting	555.98
Traveling expenses (counsel, reporter and officers)	640.47
Legislative service	775.00
Miscellaneous expense	165.55
Salary of secretary	150.00
Chamber of Commerce of United States	60.00
Binders for association bulletins	267.99
Miss Roeser, reporting meeting	138.84
National conference on pharmaceutical research	20.00
Manuals on assay methods and tolerances	265.00
	$13,578.20
Cash on hand May 29, 1929	$4,369.91
Liberty bond	1,000.00
	$5,369.91
Total disbursements, plus cash on hand at close of year	$18,948.11

Convention Committees

President McNeil appointed the following committees:—

Auditing—G. R. Flint, chairman; J. C. Fausnaught, and E. H. Hessler.

Resolutions—J. E. Bartlett, chairman; B. L. Maltbie, and C. D. Smith.

Nominations—J. H. Foy, chairman; R. M. Cain, and N. A. Rostofer.

Address of the President

The first vice-president, Bern B. Grubb, took the chair while President McNeil read his official address as follows:—

Another association year draws to a close, and we assemble again in annual session to determine what progress has been made and how further we can pur-

R. Lincoln McNeil
The Retiring President

sue the great purposes for which we are organized. This call for serious consideration; for the condition of a national trade association is a barometer by which one can gauge the future of the industry. The reason for this is apparent; as the members of a national organization are invariably the more progressive and prosperous firms in the trade. Those which are below the average or are pursuing a drifting policy are usually unidentified with the trade group or are inactive in its affairs. If, on the other hand, current problems are being solved and future conditions anticipated, substantial progress for the group as well as the individual is assured.

Not so many years ago the relation between a firm and a national trade association was a matter of individual policy, but now conditions have changed to such an extent that one cannot hope to maintain scientific prestige and standing or to compete in any market without affiliation with a national organization. Competition within an industry is breaking down, and the individual firms are becoming more and more specialists along certain lines and co-ordinating their efforts through their trade associations. The result is that competition between industries is stimulated, necessitating closer affiliation within each industrial group.

For many years there have been those in our association who have continually emphasized the necessity for harmony and confidence in our dealings with each other and the opportunity that the group affords for furthering the combined interests of all. The officers whom you have elected to direct your activities this year have striven to the utmost to conduct your affairs in a manner that would reflect creditably to the advantage of each firm, as well as to the group as a whole.

Before summarizing the accomplishments of the last year, it is necessary first to review business conditions in their relation to the pharmaceutical industry. In general, business prosperity since last June has been above the average. The presidential election was disposed of with as little disturbance as could be expected. The election of Herbert Hoover to succeed Calvin Coolidge, everyone must admit whatever his politics may be, has left confidence unimpaired, and as a result we look forward to the next few years with assurance that trade will be active and favorable to business.

The fact that the two major problems now before the country, agricultural relief and tariff adjustment, are now in the process of solution is reassuring to capital, and normal business development is therefore unhampered. The unsolved problem before us as a nation is observance of law, and it is my opinion that a continuation of our present prosperity in the business world is dependent upon the sincerity with which industry as a whole accepts President Hoover's warning and responds to his appeal for support in this direction.

General Relations

In considering the relation of our industry to business in general, we must recognize of foremost importance the work of the Chamber of Commerce of the United States. This organization is recognized more and more as the spokesman of American industry and admirably serves the business interests of our country. To realize the inclusiveness of their work and its bearing on our own industry one need only review a few of the topics under consideration at their last annual meetings, such as:—Credit situation, agriculture, railroad rate-making, Federal courts, Federal taxation, tax liability, State and local taxation, tariff commission, import and export prohibitions, distribution studies, and health conservation.

Of these topics the one of especial concern to us is State and local taxation. You will remember that about a year ago we joined with the American Grocery Manufacturers' Association in a formal request to the Chamber of Commerce of the United States for constructive and remedial recommendations pertaining to this problem. Further details concerning this and the other topics discussed at this meeting will be reported upon by the councillor from this organization.

Legislation

With regard to national legislation, the year has been one of little activity. If laws are a result of abuses, it is evident that the policy of our industry to live well within the boundary of every national law and regulation is bearing fruit. We have supported an amendment to the Federal caustic poison law, which exempts all items used exclusively by the professions of medicine and pharmacy and corrects certain inconsistencies such as the much-discussed cerium oxalate clause. The new law permitting the mailing of poisons is identical with the old law and is entirely satisfactory to our industry and calls for no comment.

This year, as before, our association has supported the principles underlying retail price maintenance. The enactment of the Jones law, increasing the penalties attached to prohibition statutes, is fortunately of little concern, inasmuch as we have no alcohol law violator within our group. The bill before the present Congress, creating a joint commission to study narcotic traffic, has our support in principle, and as an association we will assist that commission in every way possible. We are exerting every effort to have included in the next census a record of those physicians who prescribe or dispense. This information would be of the greatest practical assistance and a large factor in reducing the cost of distribution of pharmaceuticals to the medical profession.

With regard to State legislation, there have sprung up a number of ill-advised bills that did not reflect to the best interests of the physician and druggist. The association, through the efficient work of the New York office, aided by our legislative committee, has been instrumental in removing the objectionable features of these bills or defeating them. This has been no small task, for there have convened during the year 90 percent of the Legislatures of the various States. (Pennsylvania alone had a total of 2,802 bills presented at its last session, multiply this by 43 States, and we have cause to be grateful that we have survived this ordeal so satisfactorily.) Summarizing our position as to business generally and in regard to national and State legislation, I would say that our association is in thorough accord with the constructive policies of our government and that we have given active support to every movement having as its objective the best interests of pharmacy and medicine.

With respect to the activity of our association in its relation to the drug industry, it is a striking fact that there has been little necessity for government conferences during the last year. The situation between the government and the industry relative to the Federal caustic poison law is fairly well concluded and will be entirely satisfactory when the proposed amendment is adopted. With respect to alcohol and narcotic regulations, we are in accord with the present administration. I believe I am correct in stating that there has been no major point relating to either of these problems that has this year given concern. This is due in large measure to the able Federal Prohibition Commissioner, J. M. Doran, and the efficient Federal official in charge of narcotic control, L. J. Nutt. We hope to have an opportunity during these sessions to express to them personally our appreciation.

Simplifications

Since our last meeting a contact with the government has been made between the division of simplified practice of the Department of Commerce and our committee on standardization of glass containers. A representative from our association has met with representatives from other affiliated associations and government officials on three occasions, as a result of which there is now under way a survey which will be the basis upon which a final report will be made as to standardization of glass containers. The accomplishment of this will effect a tremendous saving to pharmaceutical manufacturers. A detailed report to be given by this committee at this meeting will be of great interest to all.

Drug Control Contact

The most important government conferences this year, as in previous years, have been those with the contact committee of our association and the contact committee of the American Drug Manufacturers' Association in conjunction with the Food, Drug and Insecticide Administration. There were two conferences held during the year, one in December and the other in March. At these meetings, the work on tablets, with a few exceptions, was concluded and the study of ampuls begun. In the case of the latter a fundamental decision has been reached; namely, that an ampul is a container and not a dose. This, as you know, has been a controversial subject for several years, and to have reached an agreement upon it is a noteworthy achievement.

The combined contact committees have recently published their findings in the form of a loose-leaf book entitled "Pharmaceutical Standards Including Tolerances and Methods of Assay." This gives to the government and the industry a permanent record of satisfactory standards of manufacture, that was sorely needed, and when more comprehensive will equal in importance the United States Pharmacopeia and the National Formulary. It represents the results of five years of continuous co-operative effort and is a most creditable accomplishment. At one of our recent conferences one of the officials of the administration stated that when the industry and the government had the same facts the same conclusions were reached. It is highly complimentary to the government, as well as to the industry, that this harmony and mutual accord exist. When we first met in Washington to study these problems our chemists and the government chemists met in separate groups and later met and formally exchanged data. Now prob-

lems are solved at one conference where both the government chemists and those representing the industry meet to discuss assay methods and more quickly and more satisfactorily reach their conclusions. Indeed, at the last conference representatives of the medical profession were also present and were of considerable assistance in solving certain questions that arose with regard to ampuls.

At the conclusion of the first year of Dr. Durrett's leadership of the Drug Control Unit of the Food, Drug and Insecticide Administration a word of appreciation for his support of the contact committee work is well deserved. As an industry we are grateful to him for his grasp of the situation and helpful and constructive efforts. Dr. Durrett is expected at this meeting to lead a discussion on label regulations. This is a problem to which the government has paid considerable attention this last year. Those of you who were present at the semi-annual meeting will recall his talk on this subject and his frank and direct answers to the questions asked. I believe his method of approaching problems of this type is epoch-making in the relation between government and industry, and we are looking forward with pleasure and profit to his visit with us at this time.

Drug Trade Relations

As to our connections with other trade groups within the industry, the association has been closely identified with the work of the American Pharmaceutical Association and was represented at their annual meeting in August and also at the National Conference on Pharmaceutical Research held at that time. We were also creditably represented at the National Drug Trade Conference in December, details of which will be later reported at this meeting. This latter conference, like the Chamber of Commerce of the United States, is becoming of increasing importance to our industry and warrants our whole-hearted support.

Right here I wish to call to your attention the U. S. P. convention, which will be held in May, 1930. We have formally applied for admittance to this convention and anticipate a favorable reply. We have had delegates at the meetings of the National Wholesale Druggists' Association, National Association of Retail Druggists, the Proprietary Association, and last but by no means least, the recent meeting of the American Drug Manufacturers' Association. The work of the combined contact committees of this last association and our own group has proved so helpful in working out standards of manufacture that we feel confident that similar combinations on other subjects of mutual concern would work out equally satisfactory. It is gratifying to realize that the same spirit of mutual accord that exists between the members of our association is becoming evident in the relation of our group to other groups within the industry and in our relation to the government, and we cannot help but benefit by this spirit of co-operation.

Within our own association the last year has been one of marked activity and accomplishment. In the last analysis the appraisal of our organization is, not what pleasures and friendships we have enjoyed together, precious though they be, but whether the time and money spent on association work is a profitable business investment. A review of last year's work will prove conclusively that this association is indispensable to each of us in our business and is a real dividend producer.

Planning Brought Results

The fundamental reason for the increased value of our group work is due, I believe, to the fact that a comprehensive program for the year was prepared and distributed at the beginning of the fiscal year. This has given to the officers, as well as to all committees, a working plan and a definite objective to be accomplished. The program was compiled from data obtained from a questionnaire sent to each member-firm asking for their preference of subjects to be considered and also asking for their selection of the committees on which they desired to serve. According to this data the committees were organized and defined with the definite purpose of having every member-firm working on at least one phase of our association activities. The conscientious effort displayed by our committees has produced most satisfactory results under this arrangement. It seemed to be the universal opinion that fewer committees were necessary and that the more important subjects should receive greater attention, in accordance with which the standing committees were reduced from twenty to fourteen, and by reducing the number of committees we were able to increase the size of each and therefore add to the value of our committee work.

By resolution at last year's annual meeting we determined that "Methods of Distribution and How to Secure Greater Efficiency and Economy in It" should be the subject of first consideration in the year's work. The committee on distribution problems, appointed to develop this topic, reported at the semi-annual meeting their conclusions on "Standard Classification of Distribution Costs." Their very fine report will be followed at this meeting by a discussion on "Greater Economy and Efficiency in Distribution—How to Achieve It," and we look forward to this feature of our meeting with the greatest interest.

Research Program

Our new research board is now organized and ready to proceed with its work. You will recall the resolution passed at the semi-annual meeting that this board be composed of the chemists of each member-firm, and that the contact committee become the executive committee of the research board. This arrangement, at the suggestion of Mr. Dunn, was a most constructive method of co-ordinating contact committee work with the proposed program of research. Member-firms who have not become affiliated with this new research board are missing one of the most valuable association connections and should become identified with it without further delay.

The prior rights board has just rendered an important decision on a test case, which should be of tremendous value, for it defines to what extent one can claim prior rights. We are very fortunate in having on this committee Dr. H. V. Arny, dean of the College of Pharmacy of the City of New York and Dr. J. H. Beal, chairman of the United States Pharmacopeia revision committee.

The committee on publicity has prepared an outstanding report for this meeting. We have come to the point in our development when we must bring before the medical profession the value of the use of drugs in the treatment of the sick. Our association has consistently held the opinion that the laity, whenever sick, should consult a registered physician, who should have the privilege of prescribing or dispensing medicine without restriction. Now that the problem of distribution is well along, I believe that the subject of publicity would be the logical topic to feature for next year's work. I will refrain from mentioning the work of the other committees and will emphasize their importance and value to you when their reports come before the session.

Of the resolutions adopted at last year's meeting, all of the ten subjects have been either concluded or developed as far as it was possible to do this year. The one resolution causing most deliberation was the selecting of a Washington representative. No definite decision has been made, though a great deal of effort has been expended to find a man measuring up to our qualifications who will work for the available salary. There is every indication that a selection will be made during the summer months, so that in the fall we may have this added service.

Service Features

At this time mention should be made that the association service on trade names, bio-assays, alcohol bonds, and products liability, insurance policies for those who sold their merchandise for other than human consumption. This clause was originally quoted by the insurance company at $25 per $1,000 protection, but after conferences with our officers was finally reduced to $5.

Back of all the committee work, back of every service feature of this association, back of your officers and every member stands Charles Wesley Dunn and the New York office. It would be impossible to over-emphasize their importance, for here is the very heart of our organization. During the year over 250 bulletins were issued covering every conceivable subject. There were forty-five bulletins concerning national and State laws, usually accompanied by invaluable suggestions. The next largest number of bulletins dealt with trade names, forty-two in all. This is more than double those issued on this subject last year and shows how valuable this feature has become. The next largest number, outside of those pertaining to meetings and what I might call personal subjects, were on topics that come within the scope of the Federal food and drugs act. These covered such important subjects as label regulations, malaria, influenza, antiseptics, and caustic poisons. Next in volume were those pertaining to the work of the contact committee, covering compressed tablets, ampuls, bio-assays, weights and measures, and kindred topics.

I could expand this list many times, but what I have already stated shows the scope and value of our bulletin service. Added to this is a tremendous amount of personal correspondence that clears through our New York office, and there is no question of doubt that our counsel, Charles Wesley Dunn, has given most unselfishly of his time and ability to serve us this year as ever before. Great appreciation is also due our associate counsel, Morley K. Dunn, and their assistants, Miss Madden and Mr. Daly. It is one of your president's greatest compensations to have had the pleasure of being connected with them in association work during the last two years.

Appreciation of Co-workers

The officers of the association have worked in harmony and have given much time and effort in your behalf. Our secretary, John G. Searle, has carried a heavy load in his office in Chicago and among other duties has taken the full responsibility for the publication of last year's proceedings. This, as you know, is a big job and one that deserves our most sincere thanks. Our treasurer in Indianapolis, C. N. Angst, has, as usual performed his duties with diplomacy and dispatch, so that the finances of our association are in good condition, and in spite of a limited income our expenses have been held within our means. At your president's office in Philadelphia, many hundred association letters have been received and answered. It has been a great pleasure for me to have had this personal contact, and any assistance that I have been able to render to the association or the individual members has been a privilege.

I wish to take this opportunity to thank our Indianapolis members, J. E. Bartlett, R. M. Cain, and C. M. Bundy for all they did to make our semi-annual meeting in Indianapolis the tremendous success it was. Their hospitality, as well as their cordiality in entertaining us at their individual plants, sets a standard for association helpfulness that will be hard to equal. We are also greatly indebted to J. K. Lilly and his associates in Eli Lilly & Co., for their delightful entertainment and the courtesy shown us when we visited their plant. I recommend that bulletin No. 124, so well written by Mr. Dunn, giving a complete description of this meeting, be printed in this year's proceedings.

The association is expanding, and during this year we have been in friendly communication with the Canadian Pharmaceutical Manufacturers' Association and the Association of British Chemical Manufacturers. We have recently accepted into our membership two firms from across the Canadian border, and I trust, now that the barriers have been broken down, that other Canadian pharmaceutical chemists will become affiliated. There is also every indication that our relations with the British manufacturers will develop into an equally close contact in the near future.

Recommendations

It is customary for the president to make certain rrecommendations which, in his opinion, will be of value to the association; hence, I suggest:—

1. At the beginning of each fiscal year a survey be made to ascertain which subjects are of greatest interest to the members and on which committees they prefer to serve, and that a program of the year's work be compiled from the data collected and presented to the executive board for approval.

2. That the next semiannual meeting be held in Washington, at which time closer contacts could be made with the government officials, and that the research board convene at this meeting.

3. That at the annual or semiannual meeting an associate members' session be held, at which time there may be presented to the active members any subject which any member of that group may care to present.

4. That every opportunity to come into closer relation with the medical profession be taken advantage of, particularly with regard to research work, publicity, and such subjects of mutual concern.

In conclusion, it may not be amiss to bring to your attention just what our asssociation stands for. It is the only organization within the drug industry concerning itself exclusively with problems of manufacturing pharmacy. As a group we strive primarily to produce strictly ethical products, accurately compounded and labeled for professional use. Each year sees constant growth along the lines of scientific development and business efficiency. This condition is necessarily ever progressive and requires the determined and constant pull of every member to maintain the pace we have set to ourselves. As someone has said, "Make big plans; aim high in hope and work, remembering that a noble, logical diagram, once recorded, will never die."

At the conclusion of his address, the members arose and heartily applauded their president. The address was received and referred to the committee on resolutions.

The first session was then adjourned.

Second Session

(Greater Efficiency and Economy in Distribution)

Tuesday Forenoon, June 4

Problems of distribution and those phases of the industry which dovetail therewith, was the theme of the second general session, Tuesday forenoon. The session was conducted by the committee on distribution problems. F. A. Mallett, chairman of the committee presided. C. C. Concannon, chief of the Chemical Division of the Bureau of Foreign and Domestic Commerce, was guest speaker.

For the most part, the papers presented as well as later discussion, resolved itself down to such factors of distribution as budgetary control, salesmen's calls with regard to cost per call, ratio of sales to calls made, contracts and methods of compensating salesmen, jobbers' commissions, methods of handling unprofitable short-order sales, means of developing salesmen, and other incidental points on distribution in general.

The program was made up of four papers, offered for discussion, which twelve members dwelt upon, on nineteen occasions in the discussion which followed their presentation.

Report of Committee on Distribution Problems

The committee on distribution problems, Frank A. Mallett, chairman, had arranged for discussions of various phases of distribution by members who had successful experience with the particular problems involved. Mr. Mallett introduced the general topic as follows:—

Frank A. Mallett
Chairman on Distribution Problems

In planning for this meeting, your committee has followed the recommendations outlined by your president in the beginning of this year. In these recommendations the problems of distribution were divided into three parts:—(1) Standard classification of distribution costs; (2) ways of greater efficiency and economy; (3) census of distribution. It was the thought of your president that the best way to handle the matter was to present one phase only at a time, so at the midwinter meeting at Indianapolis, held in December, our committee presented for discussion the subject, "Classification of Distribution Expense." This subject developed considerable interest at the Indianapolis meeting. A frank, wholehearted discussion of the matters pertaining to distribution expense occupied a considerable portion of the time at that meeting.

The vital importance of knowing costs, and the vital part which such knowledge plays in the successful management of business, is a matter which has come to be almost unanimously recognized by members of this association. The study of distribution cost has further stimulated the appreciation of a knowledge of cost of manufacturing, and the very fact that numbers of concerns are checking back over the principles of production cost, for the purpose of linking this expense with their distribution expense so that they may intelligently determine the net results of a given effort, is evidence of the fruitfulness of the association's work in the past.

This desire for intelligent analysis of our business problems has developed an independence of thinking, a satisfaction of proving facts and figures instead of taking them for granted, and an appreciation of the difference between profitable and unprofitable sales, and in the end, cleaner competition and better merchandising.

It is our purpose to touch the work of the Indianapolis meeting but briefly. The classification as suggested is in your hands in the form of a chart submitted some weeks ago. It may be that your thought and experience in the meanwhile has caused you to feel that some changes should be made. Such a classification is always subject to modifications and improvements.

It is hoped that since last meeting most of our members have had the opportunity to check their own distribution costs with the average costs as disclosed by questionnaires previous to the mid-winter meeting.

These averages in themselves are the result of various operations in different concerns, many of which are very efficiently operated, while others, no doubt, include inefficiencies in their make-up. So, on the whole, these averages are probably higher than they would be under the most efficient and economical practices.

Where individual distribution expense is above the average, there is marked evidence of lack of the highest efficiency and economy somewhere along the line of distribution.

We have learned through our study of costs that in our industry a large part of expense, aside from the intrinsic value of materials, is expended in distribution of the product. This being the case, naturally the item of distribution expense offers a splendid opportunity for greater economy and efficiency. It should ever be borne in mind that in most cases reduced expense and increased profit are synonymous.

This brings us to the second step in the committee's program:—A study of greater efficiency and economy in distribution.

Distribution Efficiency

Efficiency and economy in distribution were discussed in a paper by Paul Klemtner, of G. D. Searle & Company, which was read by J. G. Searle. The salient features of this paper follow:—

For the purpose of effecting the most economical and efficient manner of bringing your products to the consumer, there are numerous factors to be considered. The subject is so broad that volumes could be written on it.

In my opinion, the matter of getting efficient and economical distribution boils right down to the following points:—

1. Decide what product or products you are going to sell. This requires an analysis of your products from the standpoint of profit, possible volume, etc.

2. Find out where the potential users are located. This necessitates a study of the field and the utilization of all published data regarding number of possible outlets.

3. Decide upon your distribution methods and test them in a small way and at small cost right out on the field. A testing ground should be chosen wherein will be encountered the conditions prevailing in the territories to be developed. Sales plans should be tested here first to gain experience which will be valuable in promoting your products.

4. Set up standards and a method of control to govern distribution.

All four of these points have been discussed and written upon numerous times, but I believe that number four is perhaps the newest to your industry. I have, therefore, chosen this as the subject of my paper.

Standards and Control

Setting up standards and the use of budgetary control is more or less new to industry as a whole. It has been brought about by necessity.

The keen and aggressive competition which businesses face today demands that results be predetermined rather than determined after the job is finished.

It is necessary that quotas and standards be set for every department and for every individual and operation within each department. To be more specific, let us discuss each department of a business separately.

Starting with the sales department, we have various factors to consider. First, the products which are to be sold. It is necessary that a quota be set for the sales of these products.

It is customary in starting a budget to break the year up into four periods of equal length, either thirteen weeks or three months. Assuming that the three-month period is used, a sales quota is then

set for each of the three months within the first period.

If the number of items produced is large and the sales are split up over all of these items more or less evenly, it is ordinarily difficult, from the standpoint of detail and most often from a lack of statistics, to set a quota for each item individually. The usual plan is to group these items by departments. For example, in the drug industry there would be the tablet department, the capsule department, the ointment department, etc.

Considering the company's possibility of sales in its developed territories and also giving consideration to the company's past experience for the same time of year, a sales quota is then set for each department.

Both factors, possibilities and past experience must be considered to arrive at satisfactory results. If only possibilities are considered, the quotas will be far too optimistic at the outset. To use past performances alone is not sufficient, as they may not have been satisfactory.

Having set the departmental quotas it is then necessary that quotas be set for the company's various sales territories and for its individual salesmen.

Theoretically a quota should be set for each group of products, for each salesman in each territory.

This is, of course, the ideal situation and should be the goal of every budgetary system. At the start, however, it is usually impossible. Most firms who have not been operating on a budget do not have data available to permit the setting of such fine figures.

Not having this information, the only procedure possible is to set a quota of total sales for each territory and for each salesman. For some institutions this will be exactly the same figure as each salesman represents a particular territory. In most of the larger institutions, however, there is more than one salesman in each territory, the number depending upon the nature of the products and the possibility of intensive development.

Setting Quotas

Assuming a situation where twelve salesmen represent a sales territory or division, the procedure would be to first set a quota for each territory, the total quotas being equal to the total sales quotas set for the departments.

In setting these territorial figures, it is again imperative that several factors be considered. Among these are:—

1. The length of time the company has been operating in each territory and its past experience.
2. The sales efforts which have been put into each territory, both from the standpoint of salesmen and advertising.
3. The potentialities of the territory from the standpoint of possible users.

The territorial quotas having been determined, the next step is to set a sales budget for each salesman. Here again length of time in service, experience and possibilities must be given consideration.

It is, of course, understood that where data is available and particularly where the products are few, that a quota should be set for each item for each salesman.

Having completed the sales budget, the next chapter of importance is to consider the methods which will be employed to realize that budget. This is extremely important.

I have seen any number of cases where a budget has been set which if realized would show excellent sales increases with correspondingly increased net profits. The management having set the figures sat back and expected them to become realized without any additional effort on their part. This being, of course, impossible, the budget was not realized with the result that it was considered "just a lot of figures on paper which didn't mean anything."

After the sales budget has been set and plans have been put under way to bring about its realization, it is then necessary to consider the production and expense budgets.

Production Budget

The production budget is made up of two parts—material and direct labor. In setting this budget it is, of course, necessary that consideration be given to the sales quotas. The most practical way of doing this is to divide the production end of the business into the same departments as those used for the sales classifications.

Having done this it is entirely practical to predetermine your requirements for material and labor necessary to produce the goods which the sales department has undertaken to sell.

This particular budget does not require much discussion.

1. If the number of products in the line is large, the estimated cost of material and labor is ordinarily determined on a percentage basis.

If the items are few and a sales quota has been set for each, it is entirely practical to determine the actual material and labor requirements by analysis.

This part of the budget should be planned so that merchandise will be available for delivery when needed. On the other hand, consideration should also be given to the matter of inventories.

2. It is unsound practice to build up large inventories for anticipated sales unless there is more definite assurance of realization.

For this reason, it is ordinarily practical to make the production budget somewhat more conservative than the sales budget. It should not be extreme, however, as overtime and rush orders are usually expensive.

Expense Budget

The expense budget requires a little more discussion. First of all it is necessary to decide whether expenses are to be budgeted from the standpoint of departments or from the standpoint of expense factors.

The most satisfactory plan in most cases is to combine both of these. That is, each expense factor for each department should be forecasted as an individual item.

Although the expense budget which gives consideration to departments will always give more satisfactory results than one which does not, it is usually more difficult to prepare.

To do the job properly considerable analysis and study is usually necessary. A survey of each department must be made to determine how the time of each individual is spent and to determine the proper basis of pro ration for each piece of machinery and equipment. This survey should also determine the basis for distributing fixed charges, such as rent, light, heat, depreciation, etc.

Having determined the basis of pro ration, it is then necessary to decide upon the amount of expense to be forecasted in each case. Here again the sales budget must be given consideration and here, too, the same warning as to conservatism applies.

Having estimated the expenses, the next step is to draw up the proper records for recording the actual results so that they are comparable with the predetermined figures. It is customary to set up these records so that the estimated and actual figures for each month, for the cumulated months to date and for each period can be readily compared. Space should be provided for showing the amount over or short of the budget.

In addition, wherever it is practical, records should be set up to gather additional information not required for comparative purposes but which will aid in preparing future budgets.

This is a matter of considerable importance because the more information you have at hand the better estimates you will be able to make.

Considering this, it is altogether practical that the information which is to be gathered should be prepared in such a manner that it will be applicable to future budgetary work.

In conclusion, let me stress this point; the time has passed when a business can operate in the dark without planning ahead and expect to be successful. The budget is industry's beacon light which serves to guide the way towards greater sales and larger profits.

Sales Economies

A paper on "Greater Efficiency and Economy in Selling and Delivering Pharmaceuticals," by J. F. Stiles, was read by Mr. Mallett. The gist of this paper was as follows:—

One very simple way by which economics without number can be effected, is to have a class on house routine. Suppose it only consists of five employees—have them meet regularly for only one hour and each one tell his or her duties. Let a stenographer take notes, write out the detail and then you chart out the course of the various orders from the girl that opens the mail to the one that puts the postage stamp on the box (in the write-up leave out nothing) and then see what steps are really retraced or needless. You don't need to hire an expert, you will know more when you get through than he would find out, let alone tell you.

You no doubt feel that you have a good man in charge of a certain work. Let's suppose he is the shipping clerk. Did you ever make a regular luncheon engagement with him, say every Tuesday noon, swap a few sandwiches and cigars and then ask him if he hasn't some ideas regarding economy—maybe one less clerk, maybe list numbers on the ends of cartons would help the checker, or how many times was he waiting for orders in the morning and rushed to death one hour before closing? How early can you get your mail if someone calls for it? Maybe the order clerk or department could start one hour ahead of the shippers and quit the same way. What time does your mail arrive—how many times do you send for it? What time do the mails close? What portion of your parcel post leaves the post office in direct sacks or how does the postmaster handle it? All this information will enable you to transfer help when it is needed and fix a definite schedule for filling and shipping your orders. Once this schedule is established you will be surprised to notice what economies will just naturally find their ways into your routine.

Direct selling expense represents the amount of money we pay salesmen, whether in the form of traveling expense, commission, salary or bonus. If this is based on a commission plan it is of course very simple to keep track of, but very frequently quite difficult to effect economies. In either event, it is my opinion that the gross profit for each sales territory should be carefully calculated (by gross profit, I mean the actual manufacturing cost of the goods, subtracted from the net sales). There is no use trying to do this on a percentage basis, for it wouldn't mean anything because this method would destroy the very benefit which you were trying to secure, namely, the variance in gross profit between the different men. Very frequently, some men who make the best showing so far as sales and direct selling expense are concerned, make the poorest showing on the gross profit. This is due frequently to the fact that they are not selling the items carrying the gross margin of profit and no doubt would do so if the matter should be brought to their attention.

Then there is the matter of calls per day per man. One of our large newspapers has adopted the slogan that "the more you tell the more you sell." There is no question that the more effective calls a man makes in a day's time the more customers he will have in his territory by the end of the year. A very simple method which will show relative economy, i. e., "more value for the same expenditure" between the various men, is to keep track of the cost per call by salesmen and the amount of sales per call.

Budget Control

The greatest of all forms of economy thus far participated in by myself has been the budget; that target by which we can measure results without ambitions. The more time a man spends in consulting with his personnel on what they think things can be done for and how they think things should be done, the more accurate his budget will be. For the convenience of those interested, I am sending along with this paper several forms of our budget reports and will be glad to have any of you write me about the matter, because I know it really will prove of great benefit to all of you who use it, whether the total amount of the items budgeted is $10,000 per annum or $3,000,000. If the budget plan doesn't do anything else, it commits every one who is responsible for incurring liabilities to a certain definite program, any variance of which is immediately brought to the attention of the management. Your budget can be laid out on any set of books that you may now keep—doesn't have to conform to any set rules. You just decide in advance how much sales you think you should make and how much each salesman should make, and then, instead of comparing your records with last year's you compare with what in your judgment ought to be. And the same applies to your various expenses. After all is said and done, it is a lot more fun making a prophecy and then seeing how close we can come to it than it is reading a history and finding out whether we did as good or better than we have actually done in the past. There is an element of chance in this budget proposition and we all like to have the fun of proving we were right in our prognostications.

Summarizing this up briefly, permit me to suggest that if you really expect to make economies in selling and delivering pharmaceuticals it becomes necessary.

First—That you personally know at least the key man in each department, or if only a few persons are employed, that you take advantage of every one's knowledge and that so far as possible the employees understand where they fit into the organization is concerned.

Second—That you keep in close touch with your sales force, giving them every ounce of supervision and that if convenient and advisable you put one man against another with or without mentioning names as you choose. Write and tell him how Jones has progressed within the last six months and show him where he can improve his own records. Whatever you do, do in the form of records. Be sure that you use every record that a man is sending in and that you write him about it at least every month.

Third—That you become a forecaster instead of a historian so far as your sales, expenses and profits are concerned, and I am sure that you will certainly discover all kinds of ways of effecting economies as the days come and go.

Distribution Costs

"Distribution Costs" was the subject of a paper by J .N. Harvard, which was read by E. G. Strasenburg. The author gave a number of examples of the cost of distributing certain products. He summed up his conclusions as follows:—

In reviewing these figures you will find that an average experience application of selling and delivery costs on inexpensive tablets and liquids is not sufficient to absorb delivery and burden while the allowance is excessive on more expensive preparations. In one case based on the average theory we find that a tablet costing 42c. per M and selling at $1.40 yields a profit of 10 percent and the unit basis (allowing 25 percent for delivery and 45c. for burden) it would be necessary to have a selling price of $1.75 to yield a 10 percent profit. The more expensive product using the percentage basis to reach a selling price we find that if would be necessary to sell for $4.20 per M to yield 10 percent profit and using the fixed distribution method we find that the same tablet could be sold at $3.25 per M and yield 10 percent profit.

In liquids the preparation costing $1.05 per gallon, applying average delivery and burden figures, we find they could be sold at $3.50 per gallon and yield 10 percent and with the other method it would be necessary to sell at $4.30 per gallon to show the proper profit. The preparation costing $2.70 per gallon using the first method would be sold at $9 and the second method $8.20.

I believe that the above figures show that we are all handling small orders at a loss which is due to the method of arriving at selling prices.

Quality Versus Price

The concluding paper of the morning session, on "The Relative Merits of a Sales Campaign Based on Quality and of One Based on Price," was prepared by A. L. Reithel and read by Mr. Mallett as follows:—

In my mind, a sales campaign based on quality has many advantages; such a campaign naturally will appeal to the better class of the trade with whom you do business. When a quality item is sold it remains sold and will repeat; whereas, an item sold on low price alone, generally speaking, will not repeat the way a quality item will, and, too, its appeal is to the low price buyer who ordinarily is not a very loyal individual to any one line, but is usually the type who "shops around."

Nearly all of us are convinced that nothing really is cheap; in other words, most business men of today realize that when they buy a cheap item they are not getting any more than they pay for and they usually are ready and willing to condemn the item, and themselves for buying it, if something should go wrong with a cheap item.

In conducting a selling campaign, it is true that a campaign based on a low price, more than likely, will produce a larger volume for a short period of time. But a campaign based on quality, while it will not be quite as spectacular as the other, certainly will produce a greater volume over a long period of time and will yield much more profit, and the product remains sold.

It appears to me that in selling pharmaceuticals, all of our men should lay particular stress on the results that can reasonably be expected from the items presented. Any items of merit, properly presented to the physician during which he is thoroughly sold on the results he may reasonably expect from the item, will greatly eliminate the price question.

It is true that we all have some items in our lines that are highly competitive and quality being equal, price is the only consideration that enters into the transaction—however, none of us are making much on this class of business and while it is necessary that we have these items in our respective lines, our salvation and profit lies in quality specialties.

We believe that the physician is the man from whom "all pharmaceutical blessings flow" and endeavor to train our salesmen along those lines. Primarily, the physician is an individual who has to get results and it is logical to reason that he will use those items in his practice which will help him to get the best results irrespective of price. It is true that there are a number of physicians who seem to prosper for awhile along other lines, but, generally speaking, they are not the outstanding men in their profession; they are not permanent, do not pay their bills promptly, and are not fair to themselves, their patients, or the people with whom they do business.

Well do I realize that it is no easy task for a house with a new line of merchandise to break into a new territory with a high priced quality line. However, while the starting is a little slower, the momentum will increase as time goes along and the people with whom they are dealing will have more confidence in what that house and their representatives have to present. We all know that it is necessary to have a few highly competitive items "priced right" but those items should be used merely as order openers.

Members' Opinions

The discussion was opened by J. G. Searle, of G. D. Searle & Company, who reported on the excellent results his house had obtained in using the budgetary control system. Budget control has corrected supposition to a certain extent, said Mr. Searle, in that many manufacturers operate on opinions, assuming a certain territory will do so much business, that supplies should cost so much, and in the end, the final cost is often surprising. In contrasting the budget control system against their previous system of compromising the guesses of the various department heads, Mr. Searle pointed out how they invariably arrived at fairly definite results instead of using guess-work.

Although the adoption of budgeting control involves a change in the bookkeeping department, Mr. Searle said it would well repay any member to install this system in their business.

C. D. Smith deemed the budget control unimportant, as, pharmaceutical manufacturers could always sell goods at a profit because they were not controlled by fashions. Mr. Smith also questioned the value of budget control results on the ground that different seasons and years do not run the same thus defeating anticipated results. In concluding, Mr. Smith spoke on the value of the proposed calender change to thirteen months, voicing his opinion, that, such change would facilitate business conditions.

In reply to Mr. Smith, J. G. Searle told how the budget control plan had aroused interest in the various department heads of their organization in an endeavor to keep expenses down in their individual departments.

Dr. J. Biehn told of checking salesmens' samples and literature against their sales and that a check-up showed where one man with less sales than another often yeilded a greater profit to the company and the results of checking gave them control figures which were appreciated by the salesmen. Mr. Conover stated their company operates on a budget system, and, in turn, presented an example of a certain sales quota of $84,000 which had been set, meaning $7,000 sales per month. This enabled their individual sales-managers to check up frequently and follow sales. When a general check was made in October of the year, it was found they were 17 percent behind their quota. The result was that extra effort and aroused enthusiasm brought the sales for the year, in this particular case, up to $80,000.

J. C. Fausnaught asked whether there would be any difference in having a pharmacist or non-pharmacist institute a budget control system in a business. In answer, Mr. Searle reported that the head of their budget control system was a certified public accountant who represented two hundred other concerns and was an expert in the work. Therefore the question of pharmaceutical training seemed of little concern.

Salesmen's Calls

Mr. Mallett then turned the discussion to the subject of salesmen's calls and asked for opinions.

G. R. Flint voiced the opinion that the best salesmen make the most number of calls per day because they spend less time with each interview which enables them to make more calls, in turn affording the opportunity of uncovering more prospects.

R. M. Cain said the best salesmen they have make the least number of calls also that many salesmen make more sales on less calls and others make less sales on more calls.

B. B. Grubb Company reported many concerns not selling certain items due to their inability to compete with the open market.

Mr. Mallett read a letter from Ralph R. Patch in answer to a question sent Mr. Patch for his consideration. The question was, "In your opinion how can distribution be made more efficient and economical?" Mr. Patch's reply was as follows, "By constant study of what we spend, how we spend it and the results we get."

A question from Mr. Patch for the consideration of the members was read by Mr. Mallett as follows:—"Is it better to keep fairly good salesmen and spend more money in supervision or spend more money in trying to get better salesmen?"

W. L. Rosenberger said that he felt it better to keep old salesmen and supervise them.

R. L. McNeil suggested that some discussion on developing and compensating salesmen be discussed.

C. D. Smith stated that, in an effort to cut down the salesman cost, most of their representatives were on a 30 percent commission basis and met their own expenses. A contract was exhibited and explained by Mr. Smith as merely acting as an explanation to his salesmen and was not binding. A penalty of 25 percent is charged against a salesman if he forgets to turn in collections promptly, is a part of Mr. Smith's type of contract. Salesmen are only paid commission on goods that are shipped out and not on goods sold, which may not be shipped due to bad credit conditions. Also commissions are deducted on returned goods. Commissions are only paid to salesmen making sales on their own territory. Among other features of the contract is the requirements that salesmen only mail in orders daily and write a general report but once a week. Mr. Smith held the belief that salesmen should not be made act as bookkeepers.

New salesmen are not permitted to consign any merchandise when first starting on a territory. This prevents unwanted and unnecessary consigned merchandise being returned later after the salesman has collected his commission and probably is no longer with the concern.

Mr. Smith then pointed out the features of the salesman contract used by the Drug Products Company. Among them was the posting of a $1,000 bond, payment of commission on receipt of payment from customer; no commissions paid on mail orders; requires daily and weekly reports; salesmen must furnish credit references on new accounts they sell and the plan of deducting a salesman commission if an account is not paid in 90 days time.

Mr. McNeil, then called for a motion that Mr. Smith be delegated to offer suggestions on the various contracts used by the members, who cared to submit them to Mr. Smith. This motion was carried.

J. H. Foy asked how wholesale commissions are paid. Mr. Smith said his concern pays 25 percent which is split between the salesmen on the territory covered by the wholesaler.

In conclusion, Mr. Smith offered to send each member bulletin 1361, dated April 23, 1929, published by the Chamber of Commerce of the United States, which deals with the hardware and grocery field, but is applicable to the drug field as well. All members took advantage of Mr. Smith's offer.

Mr. Grubb spoke of the expense in filling short orders and brought out the fact that $1 would not cover the cost of shipping a gallon of any liquid to a distant point while 5 or 10 gallon orders do pay.

Crosby Bartlett told of an investigation on one salesman's account during a three-year period. There were 217 active customers and the results showed that his sales were as follows:—

Thirteen percent of his customers represented 89.6 percent of the volume.

Seventy percent of his customers represented 10.0 percent of the volume.

Seventeen percent of his customers represented 0.4 percent of the volume.

The 17 percent of the customers, showing only four-tenths of one percent of the volume, were a loss and therefore dropped from the salesmen's books with the result that he had more time to spend on the 70 percent and in turn increased the 10 percent of the volume these customers formerly bought to a greater volume.

Charles G. Merrell, when asked how small a sale must be to be handled at a loss and how to handle it, replied that his concern does not pay transportation costs on small orders; also that jobbers, as a penalty for allowing their stock to run down are given only 10 percent on short orders instead of receiving the usual 15 or 20 percent.

Concannon Speaks

At the conclusion of the discussion on the problems relating to distribution, C. C. Concannon, chief of the Chemical Division, of the Bureau of Foreign and Domestic Commerce, addressed the convention on distribution problems in general.

Mr. Concannon stated that the division felt the problem of distribution to be an all-important one and that President Hoover, when Secretary of Commerce, had spent considerable time on the question of foreign trade, with the result that they are now at more freedom to devote their time to domestic commerce problems.

During the time Mr. Hoover was Secretary of Commerce, Mr. Concannan said that their department had made extensive studies of the distribution problems and arrived at the conclusion that 15 percent of a line will account for 85 percent of the business, regardless of whether it be milk bottles, paving blocks, or beds.

Mr. Concannon then referred to a talk given over the radio by Dr. Julius Klein, Assistant Secretary of Commerce. The subject was, "Defective Distribution, Our Greatest Problem." The problem of distribution involves every family budget, enabling every individual dollar to buy more, Mr. Concannon added, in commenting on Dr. Klein's address.

He then mentioned the item of an eight to ten billion dollar waste in domestic distribution yearly, due to credit methods, disorderly market, injudicious procedure, bankruptcy and other causes.

Mr. Concannon made it plain that the Department of Commerce is not charged with any regulatory work and have tried to co-operate with the industry in a constructive fashion. In closing, Mr. Concannon invited the members to consult with his department at all times.

Upon conclusion of his address, Mr. Concannon was given a rising vote of thanks as well as an invitation to be present at the next convention and again address the members.

The session was then adjourned.

Third Session

(Legislation)

Tuesday Afternoon, June 4

The theme of the Tuesday afternoon session was legislation and legal matters pertaining to the indsutry.

The high-light of the session was the address of Dr. J. J. Durrett, chief of drug control, Food, Drug and Insecticide Administration, Department of Agriculture.

Durrett Speaks

Dr. Durrett stated that his division was anxious to be of service to all persons interested in abiding by the law. It is realized, he said, that some medicines are not marketed in a legal manner and it is their sworn duty to proceed against such preparations. At the same time, he added, they recognize the fact that there are legitimate drugs and it is also their duty to help place these legitimate drugs in the position in the industry which they deserve.

In commenting on the appellation, "Drug Nihilist," which Dr. Durrett said had often been tacked on him, as well as the statement that he was endeavoring to put "drug nihilism" in the department, he again stated that his only interest was in enforcing the law. Dr. Durrett declared that he knew where the opposition to the activities of the drug control division originated. He said that he was aware of the motives for the adverse criticism.

Referring to the multiple seizures made during the recent influenza epidemic, Dr. Durrett told how they had proceeded against the products involved. The first step taken was to ascertain definitely that an epidemic actually existed. The next step was the formation of a group representing the Post Office Department, Department of Agriculture, and the Food, Drug, and Insecticide Administration into a single working unit. After having learned that the public health service findings showed that there was no treatment for influenza, they were forced to proceed against various products which had come to their attention in newspaper advertisements, due to the flagrant violation they represented.

Dr. Durrett told the association that the administration felt that, when the misrepresentation of such products is not stopped, the sale of legitimate products is vastly impaired. The action on flagrant violation should not have any effect on legitimate business, said Dr. Durrett, in advising the members of the continued efforts, with the aid o fthe other two governmental departments, be of help to the pharmaceutical industry.

Responding to Dr. Durrett's invitation for questions, Charles Wesley Dunn, counsel of the association, stated that he was pleased Dr. Durrett had clarified the situation on this activity, also that the administration had co-operated at all times in the past and was not endeavoring to restrict the sale of drugs.

Referring to the question of multiple seizures, Mr. Dunn asked what the administration accepted as "modern medical opinion." In bringing out the question, Mr. Dunn stated that some manufacturers had fear of government power on the multiple seizures and that some manufacturers were bothered by the construction officially placed on modern medical opinion. Mr. Dunn told how manufacturers go to textbooks for information, consult with their own physician-customers and other sources and yet wonder if there is any certainty of correctness in their findings so far as the accentance by the government is concerned.

Dr. Durrett stated that the principal reason he had come to the convention was because of his anxiety to co-operate with the members and he felt that his very presence and interest should dispel the rumors that the department is interested in trying to put the members out of business, In answer to Mr. Dunn, regarding multiple seizures, Dr. Durrett stated that while it is realized the government can make multiple seizures, it is highly desirous of making but one seizure, where warranted, and it is only when a single seizure does not accomplish the desired purpose that others are made. When multiple seizures are made, the process multiplies the work of the division, and that was something they were not inviting.

Answering Mr. Dunn's question on the labeling and medical opinion subjects, Dr. Durrett admitted that "modern medical opinion" was "difficult ground to get on," with three or four types of schools teaching as many opinions on the action of a single drug he emphasized the difficulty of the division's task. Dr. Durrett added that, while he was a graduate of the regular school of medicine, his opinion was not and could not influence the government work. Yet, where an eclectic or homeopathic preparation is involved the division believes that it should state so on the label.

Another case of interest on the label question was given by Dr. Durrett, which concerned the advertising of a laxative for influenza. In this instance, he stated, the laxative relieves constipation but does not attack the disease itself and should not be labeled as a treatment for influenza. The use of laxatives is often contraindicated in the treatment of influenza, said Dr. Durrett, in defending his stand.

The administration does not think a manufacturer is justified in labeling a preparation as being efficatious in the treatment of a certain disease if it merely ameliorates a certain accompanying sympton or disorder, stated Dr. Durrett. He pointed out that the treatment of constipation in influenza with a laxative, which is advertised as treating the disease itself, could in turn be advertised as a treatment for any disease accompanied by constipation. It is best to sell a laxative as a laxative and to apply this to all other classes of preparations, added Dr. Durrett.

An instance of difficulty arising from statements procured from textbooks was cited by Dr. Durrett, in telling of a manufacturer who had told the department that a certain questionable statement on one of his labels had been taken from the United States Dispensatory. Upon verification, Dr. Durrett stated that such was the case, but the manufacturer had neglected to include a following line from the textbook in question, which stated that several investigators had reported the preceding statements as being of a doubtful nature. If the manufacturer had included that in his label, it probably would have been satisfactory, stated Dr. Durrett.

That the association can take a forward step in helping promote this new label era and in turn win greater confidence and good-will among the medical profession, was the opinion of Dr. Durrett, in telling how the new teachings in present-day schools are being instilled into students who graduate realizing that there are few specifics but on the other hand a great group of drugs. Manufacturers must meet these new teachings and in doing so, Dr. Durrett stated that he believed that they would be aiding physicians to appreciate the actions of drugs.

In concluding his remarks to the questions set forth by Mr. Dunn, Dr. Durrett advised the manufacturers to consider both sides of questions treated in textbooks and to try to get a cross section of the statements rather than take just the affirmative points on any particular subjects for use on their labels.

Mr. Dunn asked what the procedure was when a label came up for consideration, and to whom and what the officials referred in ascertaining the correctness of the label's claims.

Dr. Durrett said that they take the word of the manufacturer as to the formula, and the product is referred to their pharmacologists who test the pharmacological actions in verification of the products claims. In addition they frequently write to physicians asking for their knowledge of the action of certain preparations. As an example of the correspondence carried on to get outside opinions in the medical field, Dr. Durrett told of a letter he had recently sent to the dean of a large medical school asking that he refer a group of medicines to his staff instead of utilizing their own knowledge on the subject or referring to books.

C. D. Smith inquired what weight the opinions of physicians who had used a preparation carried. Dr. Durrett stated that the division always takes into consideration the advice of physicians. As an example he told how his office gets in touch with homeopathic physicians where homeopathic preparations are concerned and proceeds similarly with the eclectic group of drugs.

D. C. Westerfield asked about labeling a combination of nux vomica and gentian as a tonic.

Dr. Durrett answered that tonic action involved the taking of a preparation over a period of time and not one dose. He also referred to a "tonic laxative" which had come to their attention, and stated that a person would have to take a laxative every day, whether it was desirous or not, in order to get the effects of the tonic action.

Bern B. Grubb stated he labeled the ingredients and their strength only, leaving the amount to be prescribed to the physician.

Mr. Crowe voiced the opinion that trouble seems to lie in finding the fine line of demarcation that exists in making mention of the apparent differences of opinion between the officials and the dictionary in the definition of an antiseptic.

Dr. Durrett replied that there was no difference of opinion, but the government did feel that if a bichloride of mercury solution will inhibit growth of micro-organisms the product should be labeled to that effect as an "inhibitory antiseptic." On the other hand, if it is strong enough and kills bacteria, it can be labeled "antiseptic." The two actions of an antiseptic were reviewed by Dr. Durrett as the one that inhibits growth when applied continuously and the other which brings about destruction of micro-organisms when applied.

R. M. Cain spoke on the difficulty in selling relabeled preparations such as the cystitis and the asthma types which have been changed.

Dr. Durrett stated that some concerns are relabeling their preparations and using the chemical name with the former name of the product beneath. However, the best way of making the change in labels known to the medical profession is to carry the old and new name explanation in the catalog, Dr. Durrett added.

Mr. Westerfield then asked if it would be permissible to use the word "cold" in conjunction with tablets. Dr. Durrett said that, for the present, it was all right, because the government had not investigated the cold tablet field as yet. He also stated that, had it not been for the rash statements made by some manufacturers during the influenza epidemic, there would have been no action taken on this class of preparations.

Carson P. Frailey, secretary of the American Drug Manufacurers' Association, stated that in some cases the use of "rheumatic-fever" is permitted on preparations which contain aspirin, and Mr. Frailey asked what the dose of aspirin would have to be in such preparations. Dr. Durrett replied that aspirin "in such preparations should average about a sixty to ninety grain dose per day and that rheumatic fever should not be confused with rheumatism which, of course, is a disease in itself.

At the request of Mr. McNeil, Dr. Durrett mentioned a few of the disease names, to the use of which the government objects. These include diabetes, cancer, tuberculosis, Bright's disease and related kidney diseases; influenza, pneumonia, and others. Upon an inquiry from the floor, Dr. Durrett stated that insulin will be permitted to be marketed for diabetes because this drug will eliminate the manifestations of the affliction, but can not effect a cure, however.

J. C. Fausnaught recalled reading literature of a German concern advertising a cancer cure. Dr. Durrett said that although the literature may be available, it was safe to assume the product was not, due to its inability to get past the port of entry.

Mr. Crowe asked if a chart showing the relative germicidal properties of the various antiseptics, as well as the organisms killed, could be printed. Dr. Durrett replied that it was not feasible, because the same antiseptic has different germicidal effects in different vehicles.

Mr. McNeil then thanked Dr. Durrett for the advance information bulletins and other co-operation he extends the association, and Dr. Durrett said the division would continue to do this except where flagrant violations warranted immediate action.

B. L. Maltbie made a motion that a rising vote of thanks be tendered to Dr. Durrett. And this was promptly done.

Report of Committee on Trade Names

The report of the committee on trade names was read by Hilton F. Snyder in the absence of Ralph R. Patch, chairman, who was unable to attend because of illness. The report was as follows:—

The president appointed this year, a committee of two to serve as our committee on trade names and to serve with a similar committee from the A. D. M. A. to revise our printed list of trade names.

Your committee had in mind a definite plan whereby we should publish an up-to-date list of all real trademarks in use by the members of both associations, first eliminating all duplications. Then we proposed to submit to each association the cost of publishing as an appendix a list which should contain the common law names not eligible for trademark registration.

This plan was not put into operation, principally because your committee chairman could not give the necessary time to this work. This will require a consider-

able amount of time and correspondence, but it should be done and we hope the next committee on trademarks will be able to go ahead with the work.

We are again reminded of the increasing difficulty of selecting names for pharmaceutical products. A large number of names is added to the list of trademarks each year but practically none are removed, although many of the names now there are really dead. This increasing difficulty in selecting names has resulted in many confusing similarities among names of pharmaceutical products now on the market, for example, "Lactigen" and "Lactogen."

Those of our members who are interested in the export field, will be particularly interested in the Pan-American Trademark Conference which was held in Washington, February 11 to 20, 1929. Nineteen American governments were represented. Committees were appointed on (1) protection of trademarks and trade names, (2) unfair competition and false indication of origin, (3) organization of the Inter-American Trademark Bureau. A resolution was adopted which contained a declaration of principles on unfair trade practices. A protocol was signed covering rules and regulations for the operation of the Inter-American Trademark Bureau. Anyone interested can get all the details of the action taken by the conference by writing the Bureau of Foreign and Domestic Commerce at Washington asking for special circular No. 188 issued by the Division of Commercial laws.

Report of Prior Rights Board

The report of the prior rights board was given by C. W. Dunn in the absence of Ralph R. Patch, chairman. Mr. Dunn commented on the various points covered by Mr. Patch's report, which was as follows:—

This is really the first year the Prior Rights Board has functioned. Two cases have been presented to the board during the year, but one of these was withdrawn before any action was taken.

Some of our members have thought the Prior Rights Board should serve as a board of arbitration and conciliation in controversies between members, involving either legal or moral rights. They have felt that in some cases where there was no trespass upon legal rights there was a trespass upon moral rights, which should be recognized under our Declaration of Belief.

The board first endeavored to define what constituted a trespass upon the moral right of a member, having in mind that to serve as a proper background for any opinion of the board such definition should be acceptable to a large majority of our members.

The points of view of the members, as to what constitutes a trespass upon moral rights, varied so widely it seemed best to get down to fundamentals in the first case presented, and this your board has endeavored to do.

The established procedure calls for an opinion of the board to be rendered to both parties, which opinion is to be confidential to them. Because of the fact that the opinion in this first case might become a precedent for future cases the board believed it wise to have its opinion published to the members of the association. Both parties agreed to such publication and you have recently received the opinion rendered in this case.

You now have the principle upon which we believe future cases should be decided. We think it might be well to again discuss the principle upon which this opinion rests.

Report of Delegates to National Drug Trade Conference

A detailed report of the proceedings of the National Drug Trade Conference meeting in April was given by the A. Ph. M. A. delegates through Harry Noonan, chairman. The following items were singled out for emphasis:—

Legislation in reference to poisons. A committee of five is to be appointed to consider the feasibility and advisability of preparing a standard table or list of potent and toxic drugs to serve as the basis of professional and trade sales for labeling and packaging the same, and that in all future legislation in reference to poisons, the poison or poisons referred to be specifically named.

Prohibition enforcement. James Doran expressed his appreciation for the co-operation of the industry and said that conditions so far as permittees were concerned were satisfactory.

Federal caustic acid bill. It was voted that this bill should be so amended that its provisions will apply only to concentrated lye.

Foreign corporation act. This question was referred to the member organizations through their delegates with the request that each of them use its best efforts to have these State laws so amended as to remove the burdensome restrictions referred to.

Policy of drug enforcement, multiple seizures. In view of the widespread dissatisfaction with this procedure, it was moved by the conference that multiple seizures are contrary to the principles of the law and should be condemned.

Cost of medical care. Committee has been appointed to co-operate with Dr. W. J. Schieffelin in the study of the cost of medical care. This association is represented on that committee.

Following the reading of the report, Mr. Foy reported that one member from each organization in the Drug Trade Conference has been appointed on a newly formed committee in Washington, which will attempt to make a survey of the number of dispensing and prescribing physicians in the country, along with the original plan to be carried out by the committee, namely, a survey on the cost of medical care. The results of the survey should be helpful to the association's members, said Mr. Foy.

It was decided to hold over the report of the legislative committee until Wednesday morning, and the meeting adjourned at 4:50 p. m.

Fourth Session

(Sales Promotion)

Wednesday Forenoon, June 5

The Wednesday morning session, with J. M. Doran, head of the Bureau of Prohibition, Treasury Department, Washington, as guest speaker, was called to order at 9:50 a. m. by President McNeil, who called for the report of the committee on legislation.

Report of Committee on Legislation

The committee on legislation, Carroll Dunham Smith, chairman, reported as follows:—

Income Tax

Probably the one piece of executive or legislative activity (if we except the repeal of the Volstead act) which is of most interest, is the possible reduction of the income tax.

At the time this is written, we read that tax payments indicate a comfortable surplus, and Messrs. Hoover and Mellon are considering further reduction in taxes. Those in favor need not bother to say aye.

Bureau of Chemistry

To our industry the Bureau of Chemistry is perhaps the most important detail of government, but I intend discreetly to hide behind the flimsy shield that this is not at present a legislative matter and, therefore, not in my province.

Work with the bureau is of vital importance to us and may well engage the best brains in our association, backed up by the earnest and sincere co-operation of each member. The combined contact committees of the American Drug Manufacturers' Association and the American Pharmaceutical Manufacturers' Association have done splendid work. Their contact with the government, and the tolerances that have been established, have done much for the pharmaceutical trade. I will permit myself to venture the opinion that, as I see it, the difficulty now is not so much to make our products up to an agreed upon standard, which is being pretty well accomplished, but to determine what may, or may not, be said on our labels of the curative properties of various drugs. There is room here for an honest difference of opinion.

It might be desirable to gain, from a large and fully representative body of physicians, some decisions on this important point, or perhaps to set up as standards of activity, the United States Dispensatory and a group of standard, accepted works on therapeutics in the dominant, the homeopathic, and the eclectic schools of medicine; these works to be decided upon by a truly representative polling of votes.

It seems as though there should be a very much greater latitude in allowable label statements on products going exclusively to the physician, as compared with those intended for the laity. He should be allowed to receive medicines labeled with indications for use, because his own knowledge would enable him to decide in what cases those published indications should be followed and when ignored.

It is important to remember that while the Department of Agriculture has no power to censure advertisements not a part of the shipment, the Federal Trade Commission possesses complete power to prevent the use of any false or misleading advertisements, however made, in the course of interstate commerce, and the commission is likely to work in close harmony with the bureau in suppressing advertisements that the bureau decides are misleading.

Multiple Seizures

If government officials do not make mistakes, the engine of destruction called multiple seizure may be as beneficent and valuable, as it certainly is powerful. If a palpable fraud on the public can be promptly stopped by this method, as very likely it can, that would seem to be for the public benefit. It is hoped this power will only be exercised, when there is no danger of injustice and wrong to the victim, and that is doubtless the intention of the officials.

Capper-Kelly Bill

To those manufacturers whose goods go through the drug trade to the public, resale price integrity is of importance. This, we believe, is making progress. Representative Clyde Kelly points out that while the sentiment among consumers, as shown by the Federal Trade Commission, seems to be against it, that sentiment was shown only by the votes of some 1,900 consumers out of the 120,000,000 people in the country.

How shall we know whether the favoring 50 percent vote is equally non-representative? The great majority of people engaged in commercial pursuits are in manufacturing and retailing, and are, of course, also consumers. Those classes would surely benefit from the improved business conditions that the Capper-Kelly bill would bring about by putting into the hands of industry a weapon against damaging and unfair predatory price cutting.

If this legislation is to be brought about it requires education of the public and of Congress particularly to dispel the mistaken idea that price integrity will increase the cost of the general supply of merchandise to the consumer, or that it can lose for the consumer the benefit of competitive effort to supply him. It is believed that President Hoover favors this bill, but it is not likely to come up at this session of Congress.

Drug Fair Trade Conference

There is occasional call for this, but in our own group we should, and doubtless will, correct our own abuses and unfair practices, saving the time and expense of a conference and doing our share in that very desirable movement to keep government out of business.

With the growing prevalence of trade practice conferences, and because of the possible drawbacks resulting from further hampering of business by government, it becomes all the more desirable that trade associations should do their own housecleaning.

If it is well that it should be done at all, it is well and necessary that it should be done with a firm hand and without fear or partiality whether the member be influential and powerful or not. If we ourselves correct little flaws and questionable practices, we may well avoid government interference.

Narcotic Compromises

Under the regulations for the enforcement of the Harrison act, the Commissioner of Prohibition may compromise suits where the violations are technical and not with wilful intent. There has been some criticism of this on the part of the sensational press, with the possible outcome that this leeway may be curtailed, to the detriment of law-abiding members of the drug trade who may make an unintentional slip. It will be well to try to discourage newspaper activity of this sort.

It would also be well to discourage the general tendency on the part of the press to refer to the drug habit when they mean the narcotic habit, or the seizure of drugs when they refer to a seizure of narcotics.

Representative Porter of Pennsylvania has introduced his H. R. 232 increasing the maximum penalty under the Harrison act from five to eight years and making any person, convicted of violation of the law, ineligible for parole.

Prohibition

The Jones penalty bill was passed February 19, providing for penalties of not to exceed $10,000, or imprisonment not to exceed five years or both, when there is prosecution for criminal and habitual violation of the law; though it is not the intention of Congress that such extreme punishment should be administered for casual or slight violations. There has been marked antagonism to this law on the part of the public, and it is open to question whether its enforcement will hinder or help the cause of prohibition.

We are concerned over the statement of President Hoover that "it is essential that a large part of the enforcement activities be transferred from the Treasury Department to the Department of Justice, as a beginning of more effective organization. Senator King of Utah has introduced Senate bill No. 311 with this as its object. We feel that in Mr. Doran we have an honest, efficient administrator, who has brought intelligence, experience, and justice to the handling of this important subject. While strictly carrying out the law, he has done so with due regard for the needs of the legitimate users of alcohol.

Caustic Poison

After a lot of work and correspondence on the part of our counsel, Representative Merritt of Connecticut introduced Mr. Dunn's bill as H. R. 17297 on February 27. This amends the Federal caustic poison act so as to exempt cerium oxalate, caustic poison, sold on physician's prescription, etc., or in containers not ordinarily subject to household use.

Cosmetic Bill

There may not have been felt any great need among the majority in our particular industry for a cosmetic bill, but for those of us who do make toilet articles, the various proposals for cosmetic legislation may hold interest. There has been danger that many State and national bills showing wide variance of requirement would be introduced. Uniformity would be desirable for all concerned and in the endeavor to bring that about Mr. Dunn has worked faithfully with the American Medical Association and other interests, and we hope a satisfactory bill may result that shall be a model for all later cosmetic bills.

The Vestal copyright bill failed to pass in the last session of Congress.

State Bills

There have been many proposals that would have been detrimental to the interests of the dispensing physicians and of manufacturing pharmacists. In this connection we want especially to acknowledge the co-operation of several of our members, both on the legislative committee and otherwise, without whose aid in their several States we could not have handled legislative matters as effectively. It is always our effort to oppose State legislation that does not correspond with national legislation for the same purpose.

An anti-dispensing bill seemed to be in danger of passing in Pennsylvania, but through the activity of Mr. Dunn's office and some of our Pennsylvania members, that seems to have been stopped.

In Texas a bill governing the storage and dispensing of drugs would have excluded physicians from that privilege had not Mr. Dunn's office and our good member in Texas become successfully active.

State Taxation of Foreign Corporations

This continues to be a real menace. Our attorney has been active in opposing the adoption and enforcement of such laws when enforcement has shown activity. We boast of our border line between ourselves and Canada with no forts or soldiers. We glory in our vast free country, with unhampered trade across State lines that obligate each of us to pay taxes, some of them heavy, if we are to sell or deliver our goods a few miles away when a State line intervenes.

This seems to be a stupid, shortsighted attempt to raise State funds at the expense of citizens of neighbor States. We should, individually and collectively, oppose this movement whenever and wherever possible, even if the State is our own and the possible taxed corporation victim is our competitor.

In the ever-increasing flood of legislation, it is almost inevitable that some of it shall be ill-advised, hurtful or even dangerous, and it behooves us all to give it serious attention for our own protection.

It will be an auspicious day for business if it ever ceases to be a popular public cry:—"There oughta be a law."

Mr. Smith also reported as the association's councillor at the annual meeting of the Chamber of Commerce of the United States.

Report of Committee on Business Policy

J. H. Foy, chairman of the committee on business policy, presented the following report:—

President McNeil called my attention a short time ago to the fact that the report of this committee last year covered a number of important subjects, and that time was available for discussion of only a few of them. He has recommended that, instead of submitting a new report or making new recommendations on the question of business policy, we resubmit last year's report, or at least the subjects treated in that report, and that whatever time is allotted to us be devoted to a discussion of those questions. That meets with my unqualified approval. I wish, however, that opportunity be given to any member of this committee to present at this time any matters that he thinks should receive the attention of our members, and that would come within the province of this committee.

J. H. Foy
Chairman on Business Policy

The report of last year covered the following subjects:—Cash discounts, exchange of credit information, labeling of special formulas, ampuls and filled capsules, exchange of analytical work, institute of manufacturing pharmacy.

Discussion may be had on these subjects, and, if it is desired, reference may be made to last year's report, as printed in the annual proceedings.

There is one of these subjects, however, upon which I wish to briefly comment, and that is the possible organization of an "Institute of Manufacturing Pharmacy." In presenting this subject last year, attention was called to the fact that various industries have found it advisable to organize research or fact-finding committees or staffs. These organizations, which are commonly known as institutes, have provided statistics and have investigated underlying factors, which, when presented in the form of reports, have aided immeasurably in promoting the particular industry which they were created to serve.

Just recently our attention has been called to the fact that the work of the Copper and Brass Research Institute has proved of such great advantage to the industries manufacturing copper and brass products as to cause considerable concern to the steel industries, which in turn suffered because of the popular favor that brass and bronze are now enjoying.

Our thought last year was not so much to advocate the organizing of an "Institute of Pharmacy" for publicity purposes, although it would undoubtedly be very useful in this field, but rather to promote researches in the fields of manufacturing pharmacy, analytical control, and pharmacological and clinical investigations, which would place the drug industry in a position of being able to back its claims with unimpeachable scientific evidence.

The entire trend of regulatory work on the part of government agencies is in the direction of requiring all statements regarding the relative value of drugs and medicines to be based upon experimentally determined facts rather than upon hearsay clinical evidence. No single manufacturer can undertake to provide the fact-finding organization necessary for the industry to rely upon in case of conflict of socalled "modern medical opinion." We can, however, pool our interests in this matter and collectively either organize or support a research unit that will take its place among the institutes organized by other industries, with such splendid results.

We therefore feel justified in emphasizing this matter not so much for the purpose of discussion and possible action now as for the object of keeping the subject in your minds as one of the big construction things which it may be possible for us to do for this industry in the future.

Report on Publicity

The report of the publicity committee, presented by the chairman, Fred A. Lawson, of the E. L. Patch Company. The reading of the report was dramatized in that, as Mr. Lawson told of the publicity the association had received, he took a long streamer, covered with clippings, from his brief case, which several members of the committee placed against the front of the meeting room so that the members could see the publicity as he referred to amount of space it represented and mediums that had contributed it when he referred to those points in his paper, which follows:—

It is not our purpose in this report to present words of wisdom regarding the subject of advertising, but rather to render an account of our stewardship. It will be a report of work, not words.

The work of the committee has been largely confined to an attempt to put into practice some of the suggestions and promises made in our report at the mid-winter meeting at Indianapolis.

We are glad to report that some of these projects have been completed while others constitute a report of progress.

The first duty of the committee is to obtain as much publicity as possible for the association through the medical and pharmaceutical press. We have worked diligently to this end and have been successful in getting more than ninety insertions of free publicity in more than sixty medical and drug journals since the mid-winter meeting.

As many specimens of this copy as I have been able to procure are herewith presented as a part of this report. This space, if paid for at the regular advertising page rate of the journals would have cost nearly $4,000. How many more journals, not represented in this list, have published our releases, I do not know, but I am sure that some others have co-operated.

I believe we should especially recognize the co-operation of the "Oil, Paint & Drug Reporter," "Drug Markets" and "Drug Trade News" in whose columns our meetings have been covered in detail. They have been more than generous with their space.

The committee has endeavored to provide for the representatives of the pharmaceutical press in attendance at this meeting, copies of the major papers, to help make their work easier.

As an innovation at this meeting, we have compiled an exhibit of advertising of those member firms who have been willing to submit material.

This exhibit is arranged about the room for your perusal. It appeals to us as a first step toward what might be made a valuable contribution as an annual event.

If this first effort meets with sufficient interest and approbation, more elaborate displays might be made from year to year with possible prizes for the most effective campaigns of the year.

If the trend of the profession is toward prescribing pharmaceutical specialties, medical journal advertising may play an increasingly important part in our future promotion work.

Such displays might well inspire us to greater efforts in preparing copy with real selling appeal and copy that will reflect to the credit of our association as a whole.

There is a need for better medical journal copy. This exhibit shows some fine examples of effective copy. I dare say that such an exhibit as this a few years hence will show a marked improvement over our present efforts.

At a meeting of our committee held in New York last winter, the suggestion of a preliminary survey of the medical profession was made. Questionnaires were sent out to the State Medical Societies and to the member firms.

We realized that it would be imposible to obtain much definite data in this way, but it was a first step. Mr. Lansing Chapman will report the results of this preliminary survey.

The matter of a publication for the members of our association has been given careful study. We asked Mr. Aglar Cook of our committee to make an analysis of the cost of such a publication and his report with our conclusion will follow the reading of this report.

At Indianapolis the suggestion was made that our members might adopt and use the slogan, "Consult Your Family Physician," which Mr. McNeil has used successfully in his business.

In view of the present trend toward preventive medicine, it might be well to modify this slogan to read:—

"TO KEEP WELL"
"CONSULT YOUR FAMILY PHYSICIAN"

This subject will be covered by Mr. W. L. Rosenberger, and we would be glad to have discussion follow his remarks.

Your committee has received from the Interstate Post Graduate Assembly an invitation to exhibit at their annual assembly which meets in Detroit in October. While this is something which has not been done before, and would entail some expense, it, however, merits consideration and we will refer this matter to the Board of Directors for their consideration.

For the benefit of the incoming Publicity Committee we recommend that the association allow the committee a small appropriation to carry on the necessary constructive work.

In conclusion, let me say, that it has been a personal pleasure for the chairman and all the members of the committee to work under the direction of our able president, Lincoln McNeil, and we are glad if we have contributed even a small share towards the success of his administration. We only wish that our contribution might have been much greater.

Mr. Lawson also reported that after an investigation it seemed that the cost of establishing an official publication would be prohibitive and the continued co-operation of the established drug field publications seemed more advisable.

E. Lansing Chapman, reporting on the work of the publicity committee with reference to the relative percentage of dispensing and prescribing physicians, said in part, as follows:—

At its last meeting, your publicity committee decided to investigate the relative percentages of dispensing and prescribing physicians in the United States with a view to furnishing the association with data which could be put to practical use in the future merchandising plans of its members.

On March 26 a questionnaire was mailed to all members of the association asking for figures on (1) the number of dispensing physicians, (2) the number of prescribing physicians, (3) the number of physicians who prescribe and dispense, and (4) whether the trend of the medical profession is toward dispensing or toward prescribing; and certain other questions pertaining to the particular territories of the members addressed. At the same time a questionnaire was sent to the secretary of every State medical association asking for the same information.

The results garnered from these two questionnaires were somewhat disappointing.

Of those who replied to the first group of questionnaires, seven were apparently unable to furnish any accurate opinion.

The others made estimates of the number of dispensing physicians ranging all the way from approximately 2,000 to 95 percent.

Estimates on the number of prescribing physicians ranged from 1,200 to 72,000. The wide discrepancy in results might indicate that some of the members misunderstood the first four questions as asking data only from their own States or Territories.

Estimates on the third question range from 2,500 to 25,000 and even as high as 80 percent.

Two members wrote that dispensing was on the increase, while four felt that it was on the decrease. One member reported no change.

Of the second group questionnaire, twenty-two State associations did not reply. Sixteen reported no information and two suggested a survey of their States with the co-operation of the American Pharmaceutical Manufacturers' Association.

It will be concluded as a result of this entire investigation that there exists no accurate data for the whole United States on the relative percentages of dispensing and prescribing physicians. However, a successful survey made by Pitman-Moore in Indiana indicates the possibility of obtaining accurate country-wide information by means of a questionnaire.

Inasmuch as almost 2,500 out of a possible 3,700 physicians in Indiana replied to that questionnaire, it would seem that a high percentage of returns would be received from a questionnaire sent out to the entire profession in conjunction (wherever possible) with the State associations.

The doubtful factor, of course, is whether the cost of making such a survey will be justified by the value of the data to the American Pharmaceutical Manufacturers' Association. Is there a specific need for this information by the individual members? Do the members feel that its cost will be justified by the usefulness of the results?

In conclusion, it should be observed that a national mailing list of dispensing and prescribing physicians would automatically be created out of the survey. Would such a list prove useful and to what extent?

Your committee refers this matter to the association for discussion.

W. L. Rosenberger, of Robert McNeil, exhibited some posters which his firm mails to physicians for displaying in their offices. These posters carry a message to the public which has a tendency to make them "consult their family physician" more regularly than they otherwise would. In that the idea had worked out so successfully, Mr. Rosenberger stated that his concern would be pleased to offer the idea to any members who should care to try it.

Mr. C. D. Smith, of the C. D. Smith Pharmacal Company, suggested they be sent out to the physicians as coming from the member-firms of the association.

President McNeil requested Mr. Lawson to permit the exhibits, used in connection with dramatizing his report, to remain up until the close of the convention.

J. E. Bartlett asked that a rising vote of thanks be given the publicity committee for their splendid co-operation which was manifested by the physical evidence of the charts which Mr. Lawson exhibited.

James M. Doran told the members that a big advantage of their organization was that the Bureau of Prohibition was able to give the members as an association better attention than as individuals.

In that the industry had considerable use of raw material which his department is interested in, Mr. Doran said that he would welcome all information the association could give in order to promote closer co-operation.

A telegram was read from L. G. Nutt, secretary in charge of Narcotic Control, Treasury Department, Washington, expressing his best wishes to the association as well as tendering his regrets at being unavoidably detained in Washington and thanking the association for its close co-operation.

Report on Sales Problems

The committee on sales problems reported with H. Sheridan Bakatel, chairman, presiding. He called for a paper by R. F. Spalding, of G. D. Searle & Company, on "Getting Your Message Across to the Salesmen," which was read by Dr. Bakatel as follows:—

Every organization which is obliged to maintain a sales force is confronted with the problem of driving home sales messages to their men on the firing line. The success of our efforts is dependent on the "easily understandable" wording of our messages, the men on the receiving end and the nature of our products.

Let us consider the message itself. If it pertains to a highly scientific product we are often obliged to apply a style of language that requires a lot of careful thought and study on the part of the man before any impression is made. How many studious men can we boast of in our individual organizations? From my personal experience I would say a small percentage are of the studious type and the balance seem to depend upon some stroke of providence to make them successful salesmen. Even sales messages of a minor character that are delivered by the written word in the simplest phrasing is about as uncertain of hitting its mark as those of a major character.

This brings us then to a consideration of the men at the receiving end of the message.

If all men were blessed with the same ambitions and sense of understanding our task would be comparatively easy, but unfortunately this is not the case.

In our own organization we attempt to attract men for sales work who possess the necessary qualifications through previous education in pharmacy, chemistry or medicine so that our messages can be more readily understood and absorbed.

Fortunately for us all there is more than one avenue open to reach the men. Those who do not profit by the written word are not always hopeless. They are very often reached by carrying your message to them personally or working in the field and showing them how to make the proper use of it. This latter method, of course, is the most expensive, but if your product is of sufficient importance to demand 100 percent support by the sales force and the profit will permit, it is by far the most effective.

It is usually much easier to gain the support of new salesmen to special efforts in promoting a product through the medium of a sales message than the veterans of your sales staff. The newer man has not developed any mental hazards and seemingly does not harbor any thoughts of sales resistance, but the old-timer has an entirely different viewpoint because he thinks he knows about all there is to this pharmaceutical game and is, therefore, our real problem. There are exceptions to this rule, of course, but they are rare. About the only sure way to whip the old-timer into line who is in a rut is to go into his territory and demonstrate the possibilities and, if he is not too stubborn, he will carry on with little further prompting. The veteran members of our sales organization (if they are not too old in years) are usually the volume producers and we require their full support on feature products just as quickly as it can be gained.

There is another type of salesman whom you can very often reach by personal letters in addition to a general message and to know this group is of great value.

When the sales force commences hitting on all six from the results of driving our message home by the different methods at our disposal the next step is to maintain their interest and enthusiasm. This is by far more difficult than the original process because after they have covered their territory once or twice featuring any particular product they burn out and require a fresh supply of ammunition to reload their vocal guns. The same style of message loses its wallop so it becomes necessary to continually search for new ideas to maintain a brand of interest and enthusiasm that is so essential to sales success. If we were successful in registering our sales message by a single presentation without variation then the principles of advertising are all wrong and we are told by experts in the advertising field that success is only attained by consistency and persistency.

Follow-up messages to any original presentation should be very positive and stimulating and contain a continuity of thought, otherwise there is liable to develop in the minds of some men a confusion of ideas that will either start them off on the wrong track or destroy the effectiveness of the message altogether.

All our messages should be positive in character because when it is left to the salesman to read between the lines the effectiveness of our work is lost as very few men seem capable of figuring things out themselves.

If our messages can be treated with brevity and still give the facts in an easily understandable language the opportunities of their being read and studied are considerably increased and, for this reason, whenever we have a lengthy message it is divided into several shorter ones. While this delays the ultimate success of our efforts it has the advantage of receiving greater attention and creating a wider interest from the men.

The greatest drawback to the success of our efforts to get the sales message across is the several different type of men we are obliged to deal with. Some men will profit immediately while others either take their time or seemingly never absorb it from the written word.

In conclusion I believe a great measure of success can be attained in our educational work with the salesmen if well defined plans are in force by the member organizations with full use being made of the several different methods at our disposal, namely by the written word —personal letters—personal contact and supporting work in the field by men well qualified to demonstrate that it can be done.

A paper dealing with "The Source of Salesmen," by W. J. Burke of the Maltbie Chemical Company, was read by C. M. Warner. Mr. Burke's paper is as follows:—

Sometimes in our vague gropings after competent ambassadors to carry the good word forth to the medical profession, we impotently wish for an Aladdin's lamp to enable us to put our hands on the type of representative that means so much to us. The source of salesmen for this business is a particularly important problem for the pharmaceutical manufacturer because of the very nature of the business itself. The sources are fewer than they normally are in less highly specialized industries.

A little reflection will confirm this statement. Practically all of us carry a very large list of preparations with which the salesman must be familiar. Not only that, but we are constantly discarding old preparations and adding new ones so that the catalog is practically obsolete within two years. The salesman must keep abreast of all these changes; must familiarize himself with each new discovery in the field of medicine; must constantly be on the lookout for possible changes in the trend of dispensing.

In addition, we know of no business which requires the arduous hours of its traveling men that ours does. As much business is done by our salesmen after supper as before the third meal of the day. There is no class of prospects or customers so difficult to see as the physician, because of the character of his work.

Generally speaking, it seems to us that the source from which salesmen are discovered and derived can be divided into two classes, which we shall call, internal and external, or in other words, sources within the business and without the business.

Within the business itself the field of your own employees is the most fertile one from our own experience. This is by far the most satisfactory source from which a salesman can be obtained. Let a man in the laboratory or in the office know that he is looked upon as possible sales timber and his every move is a means toward an end. He wants to be in the sales game; he knows that usually there is more money to be obtained in selling than in any other branch of the business. He does not feel that he is chained down in any one position. He is pliable timber for the alert sales manager; he develops loyalty to the house, understanding of the internal problems of the house. He is not so prone to kick about poor deliveries, breakages, lack of co-operation so often decried by the salesman on the road who has had only fleeting glimpses of the internal organization. He feels a bond of sympathy, not only with the executives of his company, but with the employees with whom he has come into close personal contact. He is interested in selling enough goods to keep a few of his old friends from looking for another job.

We would suggest to all of you that you try to have in your organization at all times one or more young men whom you shift frequently from department to department so that they will get a well rounded perspective of the business as a whole, letting them realize that if they prove to be of the right timber they will be given an opportunity to sell for you. Then when the inevitable vacancies occur, you will not have to cast around frantically for a successor who you hope will keep your business for you on the uncovered territory.

A second most fertile field for locating salesmen is through recommendations of the existing traveling force. We do not mean by this the blind acceptance of any application coming through the endorsement of any of your salesmen. We do mean, however, that if you weigh the judgment of the salesman who submits the name of the proposed applicant that very, very frequently you will find here a gold mine.

Let us take up the second general field from which salesmen are derived, namely that outside your business. For convenience sake we will subdivide this into the following three heads:—

1. By direct application.
2. By advertising.
3. Through employment agencies.

The first of these, namely, that by direct application, is by far the most important and fruitful. No doubt every member receives a constant stream of applications from individuals eager to make a lot of money for the company and for himself by adorning the sales force.

A large number of these applications are from drug clerks without any selling experience. These men of all ages have come to the conclusion from contact with prosperous looking, agreeable, urbane representatives of drug houses that the life of a travelling salesman is the life to lead.

Such applications are well worth investigation. The young man trained in the drug store so that he is conversant with the uses and therapeutics of drugs is frequently exactly the right timber from which to develop your future salesman. The fact that he has had no previous selling experience is very often a factor in his favor. He has no policies of other companies to unlearn, he is pliable material in your hands to mold as you say. When successful he feels a debt of gratitude to the company which showed him how to earn a competent livelihood. We are not arguing in favor of the man lacking selling experience as against the experienced salesman, but it is by no means an unsurmountable handicap. Neither do we argue that a man can not be successful unless he has had previous training and knowledge of drugs. It is, however, very much to be desired that he be familiar and thoroughly acquainted with drugs and medicines. Probably you all have examples of men straight from other lines of business with no previous drug training who have proven to be very successful. On the other hand, we venture to say that the large majority of your sales force are recruited from men whose early schooling or business experience gave them an acquaintance with drugs.

The second large class of applications received is from salesmen in noncompeting businesses. In their favor can be said that they have had selling experience. This can be offset that they wish to make a change which carries a suspicion that

they are floaters or failures. An experienced salesman from another line must learn and be taught much new material and he is not always of receptive mind. We do not consider this field particularly fertile.

Another class of applicant is that of the physician who for one reason or another desired to travel. It can be said in most cases that the physicians who seek to become travelling men do so because they have failed at their chosen profession. We realize that there are exceptions to this rule, but are not overimpressed with this tvpe of applicant.

The last type of applicant we will consider is that of the salesman of a competing company. These applicants, we are glad to say, are few and far between and are disposed of by our reply that we do not care to negotiate with a salesman of a competing company. We believe it worth while here to interpolate the observation that the association members are to be congratulated for their universally high ethical stand with regard to member salesmen. We know of no instance where there has been tampering with our own salesmen and if one were reported to us we would attribut it to gossip and refuse to believe in such an occurrence. If the association accomplished nothing else, it would justify its existence through the abolition of this obnoxious practice.

Let us consider for a moment advertisement, either in newspapers or other mediums, as a means of obtaining salesmen. This method we dismiss as being disappointing to say the least. You will probably receive a horde of applications in reply to your advertisement, but upon investigation the applicants turn out to be pretty poor timber, many of them in the class of travelling salesmen who are always discontented and will always be so. They will work for you for a while (if the drawing account is satisfactory) and then answer the next advertisement and be on their way. Anybody can answer an advertisement. We like the initiative displayed by the man who writes in or comes in unsolicited to sell himself to the company as a salesman.

The concluding paper on "Proved Practices in Establishing New Territory and Selection of Salesmen," by R N. Fullerton, sales director, Flint, Eaton & Company was read by Mr. Baketel as follows:—

Sales volume and distribution, two phases of business in which the sales department is primarily interested, are greatly influenced by the acquisition and development of new territory. It is quite natural to assume that these two phases of sales management are materially affected by the manner in which a new territory is determined upon and the methods used in its institution.

The general opinion among sales directors is, that any division or development of new territory, based upon scientific facts, is usually successful. Even a mediocre salesman can be made successful if the office is in possession of the essential facts concerning his territory. We are living in a day in which the scientific aspects of every sales move are thoughtfully considered. Results can no longer be measured in terms of the individual salesman's efforts, for he has become merely a contributing factor. Highly developed advertising and scientific sales management have greatly reduced the manufacturer's dependence upon the salesman for results.

The proper selection of a new sales territory is one of the most important duties of the man in charge of sales. The selection of territory may be grouped into two distinct divisions; virgin territory and territory that is the outgrowth of old territory. Statistical figures and facts necessary to the selection of either of these types are quite similar in character. I feel that the development of old territory is of more importance than expansion into virgin fields. Just what I have in mind when I speak of a new territory being the outgrowth of an old one might be explained as follows:—

Let us assume salesmen "A" and "B" are working in adjacent States. Their territories are so divided that "A" works two weeks in Indiana and three weeks in northern Illinois. "B" works two weeks in Indiana and three weeks in northwestern Ohio. The yearly volume of business in these two territories, we will say, is $40,000; $15,000 of it being in Indiana, $15,000 in Ohio and $10,000 in Illinois. After proper study and planning, this two-man territory can be made into a three-man territory, and can be so arranged that each salesman will develop a certain amount of new business in a new field. In this change we will require salesman "A" to give up his three weeks' work in Illinois and center his entire time in Indiana, giving him two weeks' work salesman "B" has had in that State. He starts with four weeks' established work and is to add at least a fifth week with our request for an $18,000 volume in the ensuing year—that would be an increase of $3,000. Salesman "B" will confine his entire efforts to northwestern Ohio, and will develop two new weeks' work for an increase in volume of $5,000. The new salesman will assume the three weeks' work surrendered in Illinois and add two weeks' new work that should yield $4,000 of business. This move gives us a new salesman, five weeks' new work and an increase in volume of $12,000 for the first year. Had we started our new man in a virgin field with a five weeks' trip, we could not hope for more than $8,000 volume the first year.

In moves of this kind where the sales volume of the old salesman is decreased, as in the instance of salesman "B," his present compensation should be continued in the new territory and in some instances increased. Under our plan of compensation, as described in my paper last year, we increased the compensation by decreasing the figure at which the salesman begins to draw a bonus.

There are several decided advantages in developing new fields by expansion of established territory, namely:—Selling expense is not materially increased, the new salesman's chance for success is greater and the work more encouraging to him. He starts with two or three weeks' established business, new salesman turnover is greatly decreased, increased volume is more quickly attained and a thorough knowledge of the territory is in the hands of the sales department from the start.

There are several well known mediums through which contacts can be made with prospective salesmen, chief among them newspaper and Retail Drug Association Journal advertising. Another medium that we have found quite successful is, personal contact with the buyers of large wholesale drug companies in the prospective territories. Many of the buyers maintain an employment bureau for retail drug clerks and salesmen desiring positions. Young registered pharmacists make excellent material, and they can be located through this channel. However, many times the most desirable prospects are the ones that seek employment direct with the houses or through the recommendation of one of its salesmen.

There are usually three types of prospects to deal with:—the experienced drug salesman; the chap who has no knowledge of drugs, but who has had selling experience in other lines; and the registered or assistant registered pharmacist. In our work we have found the later two types the more desirable.

We have attained a greater success with young, green material and with registered men not in excess of thirty-five years old, than we have with any experienced man. We have two distinct reasons for hiring men between the ages of twenty-two and thirty-five years of age. In the first place, a chap of twenty-two years has not yet formed any very definite ideas concerning salesmanship. He is not, as yet, sold on what can or what can not be accomplished in the art. He is a fit subject to impregnate with our ideals. A man of thirty-five years, even though he has definite ideas how certain things should be done, is not too old to be sold the company policies and methods. Both of these men will accept ideas, suggestions and instructions from the house in a spirit of co-operation, and after all this is half your battle.

Our training plan is definitely divided into two parts:—work and study in the laboratory and direct selling experience under the supervision of the sales manager. Manufacturing methods, costs, credits, office routine and a thorough explantion of all specialties is some of the work that is accomplished during schooling in the factory.

Our second phase of training is the actual selling experience in the field under the direction of the sales manager. The duration of this training period is determined by the sales manager and, while it is costly, it has proved to be the most economical. It is my policy to leave the house with each new man started. I always work a regular route and usually do all the selling for the first four days. This period of training gives the prospect an opportunity to observe our presentation many times. He is enabled to develop a comprehensive knowledge of many of the items, and when a salesman hears a sales talk on a product several times a day, he usually can make an excellent one himself by the end of the week. Familiarity with the catalog is obtained by having the recruit write and price all the orders during this training period. For several days before leaving the new salesman I turn the sample case over to him and observe his work, offering such constructive criticism as seems necessary.

Discussion on the papers presented at the Wednesday morning session was confined to the executive session on Thursday afternoon so that the dramatized sketch by R. C. Borden and A. C. Busse of New York University, entitled "This Business of Selling," might take place.

Professor Borden first gave a preliminary talk in which he enumerated the six points which must be kept in mind when selling. These points are as follows:—

Don't try to do all the talking yourself; don't interrupt your opponent; avoid an argumentative attitude that is belligerently positive; in the first half of an argument inquire rather than attack; restate clearly and vigorously in your own words the gist of each argument your opponent advances—as soon as he advances it; and identify your main argumentative attack with one key issue—then stick to that issue! Don't digress.

Though these points may seem obvious to many, said Mr. Borden, they are important and slighted by many who do not realize their importance or do not consider them serious enough to bother with.

Several dramatized sales dialogues were given between the two professors in which many of the small points mentioned loomed up clearly in their importance, through their clever portrayal.

A rising vote of thanks was given Mr. Borden and Mr. Busse after which the meeting adjourned for the day, there being no afternoon session on Wednesday.

Fifth Session

(Standardization and Laboratory Control)

Thursday Forenoon, June 6

The session on Thursday morning was called to order at 10 a. m. by President McNeil. The first order of business was the reading of telegrams by the secretary, received from Mrs. George Ringel and another from Ralph R. Patch.

Report on Glass Standardization

The report of the committee on standardization of glass containers was then called for and C. C. Doll, chairman, presented the following report:—

Since our meeting a year ago your committee on glass containers has accomplished very little in the way of anything new on the subject of glass containers other than to make a survey of the number of ointment jars which are being used by the various members of our association. This survey showed that approximately 60 percent of our members are using opal ware in the various sizes, 35 percent were using amber, and the other 5 percent were using blue glass and tin decorated containers.

We have been unable to find up to the present time anything in the way of amber containers with straight inside lines. One of the members of this committee stated that one or more of the glass manufacturers would attempt to supply amber ointment jars with straight inside lines providing a sufficient number of our members would become interested to warrant their going to the expense of preparing the necessary molds, etc., for producing this class of ware, and this matter might well be brought up for discussion at this particular time.

Blue glass ointment jars with the straight lines is 20-ounce capacity, of which I present a sample, are being made at the present time by the Maryland Glass Corporation, and I believe these can be had in 1-ounce capacity. But the matter of securing the other sizes again resolves itself into the question of a suitable demand.

Regarding colored glass containers best suited for preserving the various drugs and chemicals affected by light we are not in possession of anything new along this direction—possibly Dr. Arny may have something to say on this subject.

A meeting of representatives comprising drug and pharmaceutical manufacturers and allied users of glass containers was called at Washington by secretary Braithwaite in June of last year, and again in December. Our representative Mr. Rosenberger, attended both of these meetings, and he will be pleased to explain to you just what took place at that time.

W. L. Rosenberger's Report

Following Mr. Doll's report, W. L. Rosenberger, of Robert McNeil, told of a meeting held last June in Washington, with thirty or more interested parties in attendance. Among the organizations represented was the American Hospital Association, medical departments of the Army and Navy, National Association of Retail Druggists, Association of Deans of Pharmacy Colleges, National Wholesale Druggists' Association, American Drug Manufacturers' Association, American Pharmaceutical Manufacturers' Association and many others.

At a later meeting in December, only one delegate for each orgaanization interested in the subject was present.

In pointing out the need for some method of standardization, Mr. Rosenberger said that there were about seventy-seven different bottles in amber, while twenty would be sufficient. Also that there were as many as twenty-six different styles of ovals, while one or two would probably be plenty.

In telling of the government's interest in the simplification problem, Mr. Rosenberger made mention of the milk bottle industry, which had, at one time, eighty different types of bottles and now have but four.

The secretary of the committee, said Mr. Rosenberger, had been instructed to send out a questionnaire to seek further information in their study.

J. Morrison of the Owens-Illinois Bottle Company then explained why bottle manufacturers could not always supply certain types of bottles called for, but which were not carried in regular stock. He said that he was in hearty accord with the committee and its work.

J. A. Hodges of the Carr-Lowrey Company also spoke of the problems confronting the bottle manufacturer and offered his wishes for the success of the committee in its undertaking.

In concluding the discussion, President McNeil stated that the discussion clearly showed the need of such a committee and for the work it was doing.

December Meeting at Washington

The president then announced that the board of directors had suggested that the semi-annual meeting be held in Washington around December 1, 1929, in order that they could more closely coordinate their efforts with those of the contact committee. Another reason was for the purpose of conducting a sight-seeing trip through the various governmental departments which have contact with the industry. A motion was carried that this be done.

Report of Committee on Simplification and Standardization

R. M. Cain, chairman of the committee on simplification and standardization, presented the following report:—

At the 1928 annual meeting of the American Pharmaceutical Manufacturers' Association, held at Lake Wawasee, Ind., the subject of standardization and simplification was covered very completely in a review report of the progress made during the last four years.

In that report we covered almost every detail of standardization, beginning with a report of the address of William A. Durgin, chief of the division of simplified practice which he delivered at a meeting in Baltimore in 1923, followed by the appointment of committees of both the A. P. M. A. and A. D. M. A. to study this subject The principal work of the committees has been centered about a group of hypodermic tablets, compressed tablets, various kinds of containers for liquids, tablets, ointments, effervescent salts, etc., tablet coating, style and size of catalog, general arrangement for the listing in the catalogs, the size of lists that can be most economically made from the standard size sheets of printing paper, recommendations for the checking of labels and formulas and raw materials with the use of U.S.P. and N.F. standards when available, and such standards as have been established by this and our sister association, the A. D. M. A., for unofficial materials, and standard narcotic symbols.

This report in its entirety appeared in the printed proceedings of our association for 1928 (pages 257 to 259) and is available for reference to any interested member not attending that meeting.

In the 1928 report a recommendation was made that all members adopt the standard title names and formulas for tablets as prepared by committees of the

R. M. Cain

Chairman on Simplification and Standardization

A. P. M. A. and A. D. M. A., and to be published in pamphlet form. Bound copies of standard title names and formulas, as adopted by the A D. M. A. and published during the last year, are now available, together with the supplements issued thereto of the change in titles of products formerly listed under disease or symtom names.

These changes are in accordance with suggestions made at the mid-winter meeting of the A. P. M. A., held at Inlianapolis, December 7 and 8, 1928, at which time Dr. J. J. Durrett spoke upon the subject of disease names and titles, and later in conference with representatives of the pharmaceutical industry, and as outlined by Dr. Durrett in his address at this meeting, the department outlined in detail the principles upon which the revision of titles should be made. Among the names that are definitely not accepted are such names as "Anti-Malarial," "Grippe," "Cough," "Rheumatic," "Tonsilitis," "Edema," "Dyspeptic," "Diarrhea," "Cholera Infantum," "Migraine," "Kidney," "Nephritis," "Leucorrhea," "Vaginal Asrtingent," "Incontinence," etc.

Among those on the border-line are "Rhinitis" and "Neuralgia."

Those names that are satisfactory for the present are "Cathartic," "Diuretic," "Laxative" and "Sedative," if, in fact the formulas of these products are made up of such drugs and in proper therapeutic dosage known to produce the therapeutic effect which the title indicates.

Following the meeting held in Indianapolis in December, 1928, it was suggested that a special meeting be held for the purpose of checking over the catalogs of each of the members of our association in an effort to make them more uniform—in other words, to eliminate as many of the obsolete names and formulas as possible.

Instead of holding this special meeting, however, a joint conference was held in Washington, D. C., March 27, 1929, by committees representing both the A. D. M. A. and the A. P. M. A. The purpose of this meeting was to effectuate revision of certain titles of pharmaceutical products, which, in the judgment of the officials of the Food, Drug and Insecticide Administration, were out of harmony with medical opinion and which eventually would require changing. A large list of names of pharmaceutical products was carefully gone over, item for item, and new names suggested for a great many of the older titles. Lists of these names, as previously referred to in this report, are now available in supplement form to the list of standard formulas and names recently published by the A. D. M. A., and may be obtained by those who have not received this information, by addressing the New York office of the A. P. M. A.

These recent rulings by the department are rather sweeping in character and certainly will have a far-reaching effect upon all branches of the drug industry. We recommend that each of our members immediately acquaint themselves with these new requirements, as applied to their own line, for at the best it will be many months, perhaps a year or more, before all the printed matter, labels, etc., can be revised. Almost all of this information has appeared in the leading trade journals and in bulletins from the offices of the two associations.

Report of Contact Committee

For the contact committee of which he is chairman, Dr. Charles E. Vander-

kleed presented two reports which the committee had made to the Food, Drug and Insecticide Administration, December 19, 1928, and March 27, 1929.

The first report covered the following items:—

Extension of the time to be given to the dissolving of compressed tablets of calomel, and of calomel and sodium bicarbonate, according to the report of March 24, 1926.

Decreasing the tolerance for the caffeine yield of compressed tablets of citrated caffeine, according to the reports of March 24, 1926, and December 14, 1927.

Elaboration of data in support of tolerances for compressed tablets of calcium lactate, according to the report of March 28, 1928.

Reporting check analyses to substantiate claims for wide tolerance for compressed tablets of sodium nitrite, according to the report of December 14, 1927.

This report also included recommended tolerances for ampuls containing the following substances:—Caffeine-sodium benzoate, camphor in oil, pituitary extract (surgical), sodium cacodylate, sodium iodide, sodium salicylate.

The report of March 27, 1929, told of the appointment of a special committee to study methods suggested by the Food, Drug and Insecticide Administration for the determination of camphor in oil, and another committee to take up with chemical manufacturers the matter of securing calcium lactate which would enable manufacturers of tablets of this substance to meet the wishes of the administration relative to tolerances.

Plans for a co-operative study of the rate of deterioration of tablets of sodium nitrite had been laid. The committee asked the administration to make a change in the tolerance proposed for ampuls of sodium iodide in the previous report.

Monographs on the following products, suggesting tolerances and assay methods, were included:—Compressed tablets of bismuth subcarbonate, bismuth subnitrate, bismuth subgallate, and mercuric iodide, and ampuls containing silver nitrate.

The annual report of the committee concluded as follows:—

Additional Data

In last year's report we published a complete list of products for which methods of analysis and tolerances had been suggested by the combined contact committees and approved for publication by the Department of Agriculture up to June 1, 1928. We are now able to add to this list, bringing it up to June 1, 1929, the following products:—

Compressed Tablets

(Tolerance)

Caffeine citrated—An amount of anhydrous caffeine not less than 43 percent nor greater than 53 percent of the labelled amount of caffeine citrated.

Ampuls

(Tolerance)

Caffeine-Sodium benzoate—An amount of anhydrous caffeine not less than 45 percent nor greater than 52 percent of the labelled amount of caffeine-sodium benzoate.

Camphor in oil—Three percent above to 7 percent below.

Pituitary solution (surgical)—Twenty percent above to 20 percent below.

Sodium cacodylate—An amount of anhydrous sodium cacodylate not less than 69 percent nor greater than 76 percent of the labelled amount of sodium cacodylate.

Sodium salicylate—Three percent above to 7 percent below.

The following is a summary of the tolerances suggested and still under consideration by the department:—

Compressed Tablets

(Tolerance)

Bismuth subcarbonate—An amount of bismuth oxide not less than 83 percent nor greater than 97 percent of the labelled amount of bismuth subcarbonate.

Bismuth subgallate—An amount of bismuth oxide not less than 48 percent nor greater than 61 percent of the labelled amount of bismuth subgallate.

Bismuth subnitrate—An amount of bismuth oxide not less than 73 percent nor greater than 85 percent of the labelled amount of bismuth subnitrate.

Calcium lactate—An amount of anhydrous calcium lactate not less than 65 percent nor greater than 81 percent of the labelled amount of calcium lactate.

Mercuric iodide—Nine percent above to 9 percent below.

Sodium nitrite—Fifteen percent above to 15 percent below.

Ampuls

(Tolerances)

Sodium iodide—Three percent above to 7½ percent below.

Silver nitrate—Ten percent above to 10 percent below.

Pending Problems

At the present time special subcommittees of the combined contact committees are engaged upon the following problems:—

Ampul Labels

Having unanimously agreed that ampuls, regardless of size, must be looked upon merely as containers, a special subcommittee is in touch with the department in a co-operative effort to agree upon methods of labelling, which will serve to make this clear to the user. At the present time, this subcommittee is awaiting a report from the department on this subject, which will include the suggestions of their advisory medical board, representatives of whom were present as our guests at one of the sessions of the December meeting.

Sterility of Ampuls

A study of standard methods for determining the sterility of ampul solutions.

Distilled Water in Ampuls

Recently distilled water, complying with the U.S.P. requirements, when placed in ampuls and sterilized, or when passed through sterilizing filters, takes on greatly increased amounts of total solids and changes in pH value. A committee is engaged in a study of methods either to prevent this or to have necessary tolerances provided.

Chemical Products in Ampuls

Suggested standards and tolerances for the following products themselves are being studied as a preliminary step in adopting methods of analysis and tolerances for ampuls containing them:—Iron arsenite, iron cacoydlate, iron citrate (green), iron arsenate.

Coated Tablets of Strychnine Sulphate

A study of modification of methods and precautions necessary to insure accurate results in the assay of coated tablets.

Codliver Oil

Our sister association, the A.D.M.A., has a special committee on codliver oil under the chairmanship of Dr. Arthur D. Holmes, of the E. L. Patch Company. That association instructed this committee to establish its contact with the Food, Drug, and Insecticide Administration through the combined contact committee, and in compliance with that instruction Dr. Holmes gave an outline of the work of his committee at our December meeting. After full discussion regarding the labelling of codliver oil, the following resolution was adopted:—

"It was moved that it is the sense of the meeting that for the purpose of labelling codliver oil, the fundamental basis of expressing the vitamin 'A' potency of codliver oil shall be in terms of U.S.P. units per gram and in addition, if desired, in such other form of statement as may be equivalent to this; both statements to be in the same size type.

"It was also moved that a definite date at which this motion be effective be stated, and a suggestion that September 1, 1929, be used as the date was duly incorporated."

Publication of Standards

As all who have ordered copies know, the completed work of the combined contact committee from its beginning to June 1, 1928, has been published in loose-leaf book form, and all orders received for same up to date have been filled. Additional copies may be purchased from the secretaries of either of the associations at a price of $2.50 each, plus postage. At the March meeting, the committee passed a resolution recommending that the executive committees of the two associations, through their respective secretaries, acquaint all State food and drug enforcement officials with this book and urge its adoption in their regulatory work.

In conclusion it is the chairman's pleasure to report the finest spirit of co-operation that has ever existed, both within the committee, and with the A. D. M. A. committee headed by Dr. J. P. Snyder. The Food, Drug, and Insecticide Administration, under the able leadership of Dr. J. J. Durrett, who succeeded Dr. G. W. Hoover, has continued to work with us wholeheartedly in a constructive manner, and we are looking forward to a complete solution of all of our ampul problems during the coming year.

Report of the Research Board

Under the plan approved at the 1928 meeting, establishing a research board, the contact committee became the executive committee of the new body. As chairman of both bodies Dr. Charles E. Vanderkleed presented the following report for the research board:—

At the Indianapolis meeting of our association, the board of directors approved the suggestion of President McNeil, that a research board be created, to be composed of chemists of active and associate members who desire to be represented, and also, in an honorary capacity, of chemical representatives of the government and the medical profession; organized to have an executive committee, which shall be the present contact committee and the chairman of which shall be the chairman of the board, and such other committees as the executive committee shall decide; and undertaking such chemical work as the executive committee may determine, which shall include (in addition to the regular work of the contact committee) intercheck analyses upon the basis of friendly co-operation, and designated research, such as that into the effect of amber containers.

The president, having been empowered and directed to proceed to create this board under the very explicit plan outlined above, communicated with each active, as well as associate member-firm, asking them for suggestions and for the name of the chemist whom they wished to designate as a member of the research board. The replies to these communications were tabulated, and turned over to the contact committee at a meeting held at the Hotel Washington, Washington, March 24, 1929, with instructions to proceed to organize the research board and carry out the instructions of the executive committee of the association.

Personnel of Board

It will be in order, therefore, first to announce the personnel of the new research board, as provided for by the rules as follows:—

Chairman of research board, Charles E. Vanderkleed, of Robert McNeil.

Executive committee of research board, F. B. Fisk, of the Pitman-Moore Company (vice-chairman); J. D. Hoskins, of the Zemmer Company; S. B. Penick, of S. B. Penick & Co.; J. Rosin, of Merck & Co.; J. L. Russell, of C. E. Jamieson & Co.; E. H. Snider, of Strasenburgh & Co.; J. A. Tailby, of the Tailby-Nason Company; A. D. Thorburn, of the Swan-Myers Company.

Members designated by member firms, E. B. Carter, of the Swan-Myers Company; W. A. Crusinberry, of the Standard Chemical Company; F. R. Eldred, of Reed & Carnrick; G. E. E'We, of the Tailby-Nason Company; G. L. Harvey, of the Harvey-Pittenger Company; E. H. Hesler, of the G. S. Stoddard & Co.; A. D. Holmes, of the E. L. Patch Company; J. S. Keene, of the First Texas Chemical Company; O. W. Kennedy, of the La Fayette Pharmacal Company; W. A. Kenyon, of the Harvey Company; H. E. Melton, of C. E. Jamieson & Co.; F. W. Misch, of the Smith-Dorsey Company; E. S. Paisley, of the National Drug Company; H. C. Rorer, of W. H. Rorer, Inc.; P. H. Schmidt, of G. D. Searle & Co.; H. H. Shull, of Robert McNeil; G. C. Taylor, of Flint, Eaton & Co.; J. Torigian, of the Drug Products Company; L. E. Urban, of the Kremers-Urban Company; C. W. Warner, of the Maltbie Chemical Company.

Member designated by department of agriculture, A. G. Murray, of the Food, Drug, and Insecticide Administration.

Representative of the medical profession—Not yet named.

It should be noted that representation on the research board is entirely optional with each member-firm. Permit us to observe that participation in its work will be very helpful to those who co-operate and all firms should be represented on the board. As in all other lines of endeavor, those who contribute to the work of this board will undobtedly be benefited out of all proportion to the effort made, and it is hoped that all those who have not already done so, will send to the chairman the name of the chemist whom they wish to have represented in this work.

The executive committee of the board passed a motion recommending that any member-firm already represented on the research board by virtue of having a representative on the contact committee may, if they so desire, appoint another as their representative on the research board, provided, however, that in voting on motions or resolutions, such member-firms shall have only one and not two votes.

Working Program Drafted

The next duty of the executive committee of the board was to draw up plans for a definite program of work to be carried out during the next fiscal year. Accordingly each member of the committee submitted a proposed list of subjects, the chairman circularized these suggestions to all the members, and a vote of preference was taken, the result of which enables us to announce the following definite program for 1929-30.

Project No. 1—The selection and adoption of standard methods for determining and recording the rates of disintegration and solubility of medicinal tablets.

As a committee to solve this problem, the chairman has appointed:—George E. E'We, chairman; Frank B. Fisk, C. W. Warner, Warren A. Crusinberry, W. A. Kenyon, F. W. Misch, H. H. Shull, L. E. Urban, Guy C. Taylor.

Project No. 2—A study of tablet disintegrators and aids to the rapid solution of soluble tablets.

The committee appointed is:—J. D. Hoskins, chairman; A. D. Thorburn, J. L. Russell, Philip H. Schmidt, Herbert C. Rorer, E. L. Paisley, J. S. Keene, Otis W. Kennedy, E. H. Hessler.

Project No. 3—Selection of standard methods for the preparation of standard solutions.

The committee appointed is:—Frank R. Eldred, chairman; Elwood H. Snider, J. Allen Tailby, John Torigian, Gilbert L. Harvey, Arthur D. Holmes, Edward B. Carter, Henry E. Melton, J. Rosin, S. B. Penick.

As the research board is a body which will be in continuous operation throughout the year, additional projects may be added from time to time, if emergencies arise.

It is also recommended that a general meeting of the research board be held one day in advance of the semi-annual meeting of the association, whenever and wherever that may be held.

Linn J. Boyd, professor of medicine at the New York Homeopathic Medical school, was then introduced.

Mr. Boyd spoke on the results of a series of investigations on botanicals and prophesied a renaissance in medicine which is being led by the Germans, who, by necessity during the war, were required to use botanicals and in turn gained new confidence in them.

He said that his research work was prompted, mainly, through the encouraging reports made by certain physicians, from the satisfactory results obtained in the use of botanicals, and, to learn why botanicals, such as blood-root, veratrum viride drosera and others had been discarded by the medical profession.

As a result of his investigations, Dr. Boyd stated that he believed the medical profession must apologize for dropping botanicals in the belief that only substances of a protein nature could produce an anti-body condition. Also for the acceptance of laboratory results rather than also considering those of the bedside, for, they are frequently different due to the fact that laboratory reports are based on experimentation with healthy subjects.

In touching on his experiments, Dr. Boyd stated that a non-protein substance may produce similar effects to that of an anti-body reaction in the body, as has been shown by past work with baptisia in experiments conducted on rabbits. The fact that some botanicals also contain complex polysaccharides was also held out by the speaker as another reason why their use may not entirely die out. He stated that there were other means of recovery from diphtheria besides immunization, even though that be the ideal treatment at the present, and cited the result of the baptisia investigations as one of his reasons for so believing.

In closing, he said that the whole study of pharmacology would probably be rewritten within the next five or ten years due to the renaissance which is taking place in medicine today.

Report of Counsel

Charles Wesley Dunn, counsel for the association, then spoke briefly on the value of "multiple seizure," and stated that it was the finest thing in the Food and Drugs act, providing it is not abused by the enforcement officials concerned, which to his knowledge never had been done, and would not merit attention until it had.

Mr. Dunn also urged that a special committee be created for the purpose of studying the problems involved in the labeling of pharmaceuticals. It was Mr. Dunn's suggestion that this committee be made up of representatives of the manufacturing pharmacy and medical professions to confer with the United States Department of Agriculture, so that the principles of labeling the industry's products may be clearly interpreted for all concerned.

The final business session was adjourned at 12:30 p. m. Thursday by the president, who announced an executive session of active members only to be held at 2 p. m. Thursday afternoon.

Committee Reports

The reports of the auditing, resolutions and nominations committees were received during dinner on Thursday instead of later in the evening as scheduled, so that those desiring to leave early would not be delayed.

E. H. Hassler reported that the committee had examined the books and found the finances to be in excellent condition.

Resolutions.—Charles Wesley Dunn, reporting for the committee, enumerated the resolutions proposed, which were promptly passed, as previously reported.

Nominations.—J. H. Foy, of the nominating committee, presented the nominations for officers. All were elected as previously reported.

Entertainment Features

As has been customary in the past, entertainment shared equal importance on the program with the business sessions. The only difference that might be noted was that the diversions this year were more of an educational rather than recreational type, and yet were highly entertaining in nature.

The historical vicinity of the meeting place offered many pilgrimages to famous points, such as Jamestown and Yorktown. Advantage was taken by many of the opportunity to visit the fleet anchored in Hampton Roads as well as the navy base at Newport News.

Mention should also be made of the efforts of the entertainment committee for the presentation of a program that offered enjoyment to all when business sessions were not in order. C. S. Curtis, chairman of the committee, was presented with a gift in appreciation of his efforts.

Members of Committee

The members of the committee on general entertainment were the following:—

C. S. Curtis, chairman, of the Wilson Laboratories; C. N. Angst, Pitman-Moore Company; Algar Cook, of the Topics Publishing Company; P. A. Rising, of Chas. Pfizer & Co.; C. W. Warner, of the Maltbie Chemical Company; E. G. Strasenburgh, of the R. J. Strasenburgh Company; and B. F. Zimmer, of Fritsche Bros.

Annual Banquet

The annual banquet was held on Wednesday evening, at which time the retiring president, R. Lincoln McNeil, was presented with a beautiful watch, and Mrs. McNeil a huge basket of roses as a token of appreciation by the members of the association. The presentation speeches were made by Mr. and Mrs. J. H. Foy, respectively.

Mrs. McNeil responded in a very gracious manner and thanked the members, to whom she has endeared herself, for their kindness.

President McNeil expressed his gratefulness to the members, more for the kind thoughts prompting the presentation of the gift rather than the gift itself. He likened his carrying of the leadership of the association to that of the ancient Greek marathon runners who carried a torch as they ran with the motive of keeping it burning. Mr. McNeil stated that he was merely carrying the torch which had been lit by the founders of the association and carried on down by preceding presidents. In concluding, he asked that they all try to continue "keeping their torch burning brightly."

The guest speakers of the evening included Dr. W. C. Woodward, direc-

tor of Bureau of Legal Medicine and Legislation of the American Medical Association, and Dr. Eugene L. Fisk, medical director of the Life Extension Institute.

Both Dr. Woodward and Dr. Fisk stressed the fact that modern science had but scratched the surface in their researches and voiced the opinions that "medical opinion" was not a constant thing.

Dr. Fisk in his talk also discussed the work of his organization in the light of its relations to the practice of medicine and pharmacy. His presentation of the subject showed an able understanding of the need for drugs, not only as preventives, but also as curative agents in any program which essays the improvement of human health and of human existence. It was his belief that the discovery of the latent need for treatment through periodical medical examinations will uncover the need for far more drug treatment than is now being administered.

In elaborating this belief he said, in part:—

I make no apology for including drug treatment in the modern health program. The fact that we lean more upon Pasteur than upon Galen does not alter the essential requirements of the situation. Many foolish things are said about drugs in these days and cults of drugless healing have arisen. But make up your mind at once that all cults, in a complete sense, are fallacious and unwise. There may be some merit in calling a halt on reckless drug administration and therapeutic hysteria, but this applies also to exercise and diet regulation, and even to mental hygiene. A man may be too serene for his own good or that of his neighbors. An occasional mild brainstorm may be good for everybody.

Drugs may be villainously misused to the neglect of personal hygiene, but they have their place in the practice of medicine. I recall that my old professor of therapeutics at New York University used to say to his classes: "If anyone tells you they do not believe in drugs, ask them what drugs, and you will seldom get a convincing answer."

Touching on this matter of ill-balanced one-track roads of thought, especially in the fields where we deal with human destiny, I am tempted to quote at length the remarks of Felix Faure, of France, as follows:—

"We are in danger of opposing our ideas the one to the other; progress in remedial exercises does not imply falling back in surgery; the use of waters does not oblige us to abandon the pharmacopeia . . . the specialist who tries to embrace too much injures his own specialty . . . the medical man who has only one means of treatment at his disposal is always poor and sometimes dangerous. . . . That need not hinder us from carrying on our studies in one class of remedies, but it will prevent our giving to these remedies a disproportionate and, above all, an exclusive importance."

If anyone tells you that he does not believe in drugs, ask him if he believes in cyanide of potash as a deadly poison. Certainly, drugs cannot be dismissed as unimportant. If they can kill, why cannot they cure—if we have sufficient industry and intelligence to ascertain their properties and effects on the human organism. Believers in food and exercise, like myself, must recognize that even there we are dealing with bio-chemistry—if it is a bio-chemical result that we are seeking to attain.

Hygienic Rules

The practical results of the periodic health examination system are expressed by definite statistical factors. In the course of ten years the death rate of individuals taking these examinations was cut down 18 to 23 percent, as was shown by the investigations of the people who pay the bills—the insurance companies. In the ages fifty to sixty, where chronic diseases are most prevalent, the death rate was cut down 53 percent.

That there is here a rich and only partially cultivated field must be apparent to any candid mind. In these efforts, as I have stated, drug treatment has its place. Regulation of hygiene has a major place. In any great extension of human life, however, I believe that some specific means must be found, such as control of the endocrine gland system. This opens up wide possibilities, and the imagination may turn loose upon many lurid and fantastic vista that might evolve if such a power were immediately available.

However, we cannot dwell upon this tonight. We are concerned with the practical, immediate things to do and to plan for. The experience already shown in this field justifies continued effort. Having by periodic health examination discovered the need for medical treatment, and having planned to get it, then some program of living adjustable to individual needs and requirements is desirable. Such a program has been attempted in the Life Extension Institute and is covered in the following rules of hygiene:—

1. Ventilate every room you occupy.
2. Wear light, loose, and porous clothes.
3. Seek out-of-door occupations and recreations.
4. Sleep out-of-doors if you can.
5. Avoid overeating and overweight.
6. Avoid excess of high protein foods, such as meat, flesh foods, and eggs; also excess of salt and highly seasoned foods.
7. Eat some hard, some bulky, some raw foods daily.
8. Eat slowly and taste your food.
9. Use sufficient water internally and externally.
10. Secure thorough intestinal elimination daily.
11. Stand, sit, and walk erect.
12. Do not allow poisons and infections to enter the body.
13. Keep the teeth, gums, and tongue clean.
14. Work, play, rest, and sleep in moderation.
15. Breathe deeply; take deep-breathing exercises several times a day.
16. Keep serene and whole-hearted.

These rules must, of course, be modified according to the individual needs, temperament and training, but for the majority of people they hold good.

Please keep in mind, in justice to those who are working in this field of life extension, that the objective is a larger life, a more forceful and satisfying existence. The extension of the life cycle is a mere by-product. The slogan of this group comes from a book with which some of you may be familiar, namely, the Bible—to wit, "That they may have life and have it more abundantly."

Special honor was paid the representatives of the new British and Canadian firm-members, C. H. Thompson, of the E. B. Shuttleworth Chemical Company, Toronto, and S. W. Fraser, New York, representing the Burroughs-Wellcome Company of England, in that small Canadian and American flags were placed at each plate on the banquet table.

A Night in Chemistry

Monday evening marked the delivery of an address by Sidney S. Negus, professor of medicine at the Medical College of Virginia.

Mr. Negus chose as his subject "Chemistry in General," but it might well have been "Chemistry in the Abstract," as he started his lecture without any reference material on the lecture table and ended with the table heaped with everything imaginable, running from "hot dogs" and buttons made of buttermilk to dress materials, guinea pigs and a rabbit. Surprisingly, he apparently took everything he lectured on, and in turn exhibited, from his pockets. The specimens referred to above were used by Mr. Negus in telling of the vastness and growing proportions of the rayon industry.

A special musical program with dancing followed the address.

Associate Member Entertainment

On Tuesday evening the "Associate Member's Night of Fun and Frolic" was held. This occasion presented a night in Chinatown for the members, who represented "Chinatown Knights." Costumes were first given the members, who then danced in the darkened hall, lighted only by the Japanese lanterns which the dancers carried. After this innovation came a long night of dancing and amusement with a professional master of ceremonies presiding.

Sightseeing Trip

On Monday afternoon an automobile tour was taken through the historic section of Jamestown, Yaktown and Williamsburg. The trip required about four hours and was enjoyed by all the participants. Other parties inspected the battleships anchored in the harbor and made trips to Norfolk and other nearby points of interest.

Among the Ladies

A party of ladies made an inspection of the Weaver Home for Colored Children and took the flags, which had been used on the banquet table the night previously, to the inmate children.

The luncheon and bridge party scheduled to take place at the Country Club was held on the hotel porch on Wednesday. Nine tables were filled and the following ladies were the winners at bridge:—Mrs. D. C. Westerfield, Mrs. C. S. Curtis, Mrs. C. W. Dunn, Mrs. W. H. Whitford, Mrs. J. L. Dow, Mrs. C. Lansing, Mrs. S. H. Conover and Miss Virginia McDonough.

The putting contest was won by Mrs. C. E. Jamieson of Detroit.

The committee in charge of entertainment for the ladies was as follows:—Mrs. D. C. Westerfield, chairman; Mrs. C. N. Angst, Mrs. C. M. Cain, Mrs. C. W. Dunn, Mrs. B. B. Grubb, Mrs. G. L. Ringel, Mrs. E. T. Kirkland, Mrs. R. L. McNeil, Mrs. R. R. Patch and Mrs. J. G. Searle.

Golfing Features

One of the main issues discussed during the convention was the mental hazards entailed in the nine water hole on the golf course of the Hampton Roads Golf and Country Club. It was estimated that more balls were lost during this convention than in all past conventions combined. Be that as it may, practically everyone played, at least while the balls held out.

The new trophy cup, donated by the Monsanto Chemical Works, prize for grand low net, was won by R. K. Snow, with a score of 98-34-64 net. The low net qualifying score was turned in by Harold Simpkin, with a score of 84.

Other prizes were won by the following:—

Low gross, G. R. Flint, 84.
Second low gross, C. G. Pridmore, 86.
Second low net, J. Morrison, 65.
First flight low gross, G. A. Beauchamp, 88; first low net, H. G. Dietel, 73; second low net, E. W. Warner, 74.
Second flight low gross, L. Chapman, 95; first low net, M. C. Schuehle, 70; second low net, J. D. Gillis, 72.
Third flight low gross, J. A. Hodge, 113; first low net, R. L. McNeil, 78; second low net, G. L. Camp, 78.

Attendance List

The following were present at the Old Point Comfort meeting:—

George A. Anderson, Chas. Pfizer & Co., New York.
H. Sheridan Baketel, Reed & Carnrick, Jersey City.
M. Crosby Bartlett, Pitman-Moore Company, Indianapolis.
J. E. Bartlett, Pitman-Moore Company, Indianapolis.
G. A. Beauchamp, jr., Merck & Co., Rahway, N. J.
J. A. Berminghaus, Monsanto Chemical Works, St. Louis.
H. R. Biehn, Abbott Laboratories, Chicago.
R. C. Borden, New York University, New York.
John Boyer, Monsanto Chemical Works, New York.
C. M. Bundy, C. M. Bundy Company.
S. A. Busse, New York University, New York.
Willard Carnrick, G. W. Carnrick, Newark.
G. L. Camp, Dow Chemical Company, Midland, Mich.
R. M. Cain, Swan-Myers Company, Indianapolis.
Lansing Chapman, Medical Economics, Rutherford, N. J.
C. C. Concannon, United States Department of Commerce, Washington.
S. H. Conover, E. R. Squibb & Sons, New York.
Aglar Cook, Topics Publishing Company, New York.
R. B. Craig, New York Quinine & Chemical Works, Brooklyn.
E. P. Crowe, The National Drug Company, Philadelphia, Pa.
C. S. Curtis, Wilson Laboratories, Chicago.
H. J. Dietel, Merck & Co., Rahway, N. J.
Peter A. Dirr, Chas. L. Huisking Company, New York.
C. C. Doll, Zimmer Company, Pittsburgh.
J. M. Doran, Bureau of Prohibition, Washington.
James L. Dow, Lancaster, N. H.
Charles W. Dunn, association counsel, New York.
J. J. Durrett, U. S. Department of Agriculture, Washington.
J. C. Fausnaught, Buffington's, Inc., Worcester, Mass.
T. R. Farrell, Drug Markets, New York.
E. L. Fiske, Life Extension Institute, New York.
George R. Flint, Flint, Easton & Co., Decatur, Ill.
J. H. Foy, Maltbie Chemical Company, Newark.
Carson P. Frailey, secretary of the American Drug Manufacturers Association, Washington.
S. W. Fraser, Burroughs-Wellcome & Co., New York.
J. D. Gillis, Monsanto Chemical Works, St. Louis.
Bern B. Grubb, Lafayette Pharmaceutical Company, Lafayette, Ind.
Gilbert L. Harvey, Harvey-Pittenger Company, Philadelphia.
P. E. Herman, Monsanto Chemical Works, St. Louis.
Elmer H. Hessler, G. S. Stoddard & Co., New York.
J. A. Hodge, Carr-Lowrey Glass Company, New York.
J. L. Hopkins, J. L. Hopkins & Co., New York.
H. W. Hopkins, Mallinckrodt Chemical Works, St. Louis.
Harold W. Hutchins, Oil, Paint and Drug Reporter and The Druggists Circular, New York.
C. E. Jamieson, C. E. Jamieson & Co., Detroit.
H. R. Johnson, Zimmer Company, Pittsburgh.
James S. Kerrigan, Merck & Co., Rahway, N. J.
F. A. Lawson, The E. L. Patch Company, Boston.
Frank A. Mallett, Standard Chemical Company, Des Moines.
B. L. Maltbie, Maltbie Chemical Company, Newark.
F. J. McDonough, New York Quinine & Chemical Works, Brooklyn.
R. Lincoln McNeil, Robert McNeil, Inc., Philadelphia.
Charles G. Merrell, William Merrell Company, Cincinnati.
H. B. Miles, Monsanto Chemical Works, Baltimore.
F. W. Misch, Smith-Dorsey Company, Lincoln, Neb.
William J. Morrison, Owens-Illinois Glass Company, Toledo, Ohio.
H. K. Mulford, The National Drug Company, Philadelphia.
Frank L. H. Nason, Tailby-Nason Company, Boston.
Sidney S. Negus, Medical College of Virginia, Richmond, Va.
J. Stanley Neussh, Maryland Glass Corporation, Baltimore.
H. Osterman, The Century Pharmacy Company, Seymour, Ind.
A. L. Pearce, Peek-Velsor, Inc., St. Louis, Mo.
S. B. Penick, S. B. Penick & Co., New York City.
C. G. Predmore, Digestive Ferments, Company, Detroit.
W. S. Richards, Owens-Illinois Glass Company, Alton, Ill.
Geo. L. Ringel, Fritzsche Brothers, Columbus, Ohio.
P. Rising, Chas. Rising Company, Chicago.
William H. Rorer, William H. Rorer, Inc., Philadelphia.
Walter L. Rosenberger, Robert McNeil, Inc., Philadelphia.
F. A. Rostofer, Columbus Pharmacy Company, Columbus, Ohio.
A. H. Rowe, Heyden Chem. Corporation, New York.
Jason L. Russell, E. Jamieson & Co., Detroit.
H. J. Schnell, Oil, Paint & Drug Reporter and The Druggists' Circular, New York.
John G. Searle, G. D. Searle & Co., Chicago.
Carroll D. Smith, C. D. Smith Pharmacal Company, New York.
Delano O. Smith, C. D. Smith Pharmacal Company, New York.
Hilton F. Snider, R. J. Strasenburgh Company, Rochester, N. Y.
R. K. Snow, Dow Chemical Company, Midland, Mich.
Edwin G. Strasenburgh, R. J. Strasenburgh Company, Rochester, N. Y.
Al W. Teeter, Chas. Pfizer Company, New York.
R. H. Thompson, The E. B. Shuttleworth Chemical Company, Toronto, Canada.
L. C. Urban, Kremers-Urban Company, Milwaukee, Wisc.
C. W. Warner, Maltbie Chemical Company, Newark.
A. A. Wasserscheid, Mallinckrodt Chemical Works, New York.
Don C. Westerfield, Dayton, Ohio.
W. H. Whitford, Columbus Pharmacal Company, Columbus, Ohio.
V. E. Williams, Monsanto Chemical Works, New York.
Robert L. Wilson, Dow Chemical Company, New York.
Walter H. Wiseman, American Metal Cap Company, Brooklyn.
Wm. C. Woodward, American Medical Association, Chicago.
Fred C. Yungbluth, Mason Addassia Service, St. Louis.
B. F. Zimmer, Frietzsche Bros., Inc., Chicago.

Ladies Present

Mrs. Crosby Bartlett, Indianapolis.
Mrs. J. C. Bartlett, Indianapolis.
Mrs. H. Sheridan Baketel, Jersey City.
Mrs. R. H. Brehn, Chicago.
Mrs. R. M. Cain, Indianapolis.
Mrs. Lansing Chapman, Rutherford, N. J.
Mrs. S. H. Conover, New York.
Mrs. E. P. Crowe, Philadelphia.
Mrs. C. S. Curtis, Chicago.
Mrs. James L. Dow, Lancaster, N. H.
Mrs. C. W. Dunn, New York.
Mrs. J. J. Durrett, Washington.
Mrs. Bern B. Grubb, Lafayette, Ind.
Mrs. J. H. Foy, Newark.
Mrs. C. E. Jamieson, Detroit.
Mrs. H. R. Johnson, Pittsburgh, Pa.
Miss Virginia McDonough, Brooklyn.
Mrs. F. J. McDonough, Brooklyn.
Mrs. R. L. McNeil, Philadelphia.
Mrs. J. Morrison, Toledo, Ohio.
Mrs. L. H. Nason, Boston.
Mrs. S. Negus, Richmond, Va.
Mrs. A. L. Pearce, St. Louis.
Mrs. Predmore, Detroit.
Mrs. Phil Rising, Chicago.
Mrs. F. Rostofer, Columbus, Ohio.
Mrs. A. H. Rowe, New York.
Mrs. J. L. Russell, Detroit.
Mrs. J. G. Searle, Chicago.
Mrs. L. C. Urban, Milwaukee.
Mrs. A. A. Wasserscheid, New York.
Mrs. D. C. Westerfield, Dayton, Ohio.
Mrs. W. H. Whitford, Columbus, Ohio.
Mrs. Walter H. Wiseman, Brooklyn.

Mullen & Haynes Banquet

Nearly one hundred druggists and others connected with the drug trade were guests of the Mullen & Haynes Company, wholesale druggists, of Owensboro, Ky., at its annual banquet, May 30, at the Hotel Owensboro. O. H. Williams, president of the Mullen & Haynes Company, presided at the dinner, and presented the speakers of the evening, Samuel C. Henry, of Chicago, secretary of the National Association of Retail Druggists, and M. R. Fuller, of Eli Lilly & Co.

Mr. Henry spoke on the subject of chain drug stores, attributing their growth in metropolitan centers in part to the failure of independent retailers to keep their stores abreast of the times and to meet the public demand for enlarged, quicker and modern service. He told the retail druggists of this section that the Capper-Kelly fair trade bill now before Congress, if passed, will put an end to price cutting on nationally advertised articles often sold at less than cost as decoys.

Remington Medal Awarded W. L. Scoville by A. Ph. A.

The Remington Medal of the New York branch of the American Pharmaceutical Association was presented, June 5, to Wilbur L. Scoville, chief analyst of Parke, Davis & Co., at a meeting of the association at the New York College of Pharmacy of Columbia University, this city. The presentation was made by Jacob Dinerm, dean of the Fordham College of Pharmacy.

In accepting the medal, Dr. Scoville said in part:—

There is a renaissance of drugs already begun. Recent studies on enzymes, vitamine and endocrine glands have shown that while the chemical composition of vegetable or animal substances may be obscure and their mode of action not clear, yet their influence may be of great importance. We now realize that even minute traces of chemical bodies of unknown composition may exert a profound influence upon life processes. This had led to a new study of drugs, both new and old. Some of the older drugs, which would not down, but which were persistently ignored in the past, are receiving new attention. Such old-fashioned remedies as horehound, boneset, galega and valerian are being studied and new properties have been found in some.

Acetone Dutiable in U. K.

WASHINGTON, June 4, 1929.

Reagent, synthetic, and fermentation grades of acetones will again become subject to the key industries duty of 33 1/3 percent ad valorem when imported into the United Kingdom, effective July 1, 1929, according to a cablegram to the Department of Commerce from the commercial attache at London.

Magnesium Chloride and Magnesite

TRADE SPEID-WHIT MARK

SPEIDEN-WHITFIELD CO., Inc.
150 Nassau Street, New York City
Beekman 6161—6162—6163

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VICTOR CHEMICAL WORKS
CHICAGO NEW YORK NASHVILLE ST. LOUIS

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For Water Purification
For Treatment of Sewage
LIQUID CHLORINE
Single-Unit Tank Cars *Multi-Unit Tank Cars (1-ton containers)* *150-lb. Cylinders*
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Highest Grades. Manufactured by

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GENERAL CHEMICAL COMPANY
FACILITIES DISTRIBUTION
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Behind the Shield of Standard Purity of this Company's products is an organization equipped for dependable service.

The inter-dependence between customer and manufacturer is here safeguarded by tremendous resources, extensive facilities and a nation-wide distributing system second to none.

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Anhydrous
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THE NICHOLS CHEMICAL CO., LTD., MONTREAL

267

Heavy Chemicals

Sharply Higher Prices for Alums and Tungstate Of Soda—Chromic Acid and Tin Salts Drop —Big Call for Caustic Soda

The buying power behind the industrial chemical market had been in no way impaired by the approach of warmer weather, for the large producers were a unit in declaring that shipments of the principal products were continuing full. Special attention was focused on the satisfactory manner in which shipments of the principal alkalies as well as the mineral acids were holding up. A number of chemicals were actually getting into small compass. One interesting feature of the market was the start of an upward movement in the various alums, prices being raised from 25c. to 40c. per 100 pounds in one quarter of the market. Demand for anhydrous ammonia was beginning to reassert itself with the advent of warmer weather, and producers were making large deliveries against resting contracts.

Copper sulphate was slow in getting into its seasonal stride this year, but the producers were in receipt of large orders at the close of last week and they were looking forward to a substantial volume of sales during the next few weeks. Electroplaters were active buyers of chromic acid. Large producers had made a concession in the amount of ½c. per pound over their former car-lot quotations and this stimulated inquiry. A sharp upward movement took place in soda tungstate as a result of the limited supplies brought on by the scarcity of wolframite ore. The various salts of tin were shaded fractionally due to a recession in prices for the metal.

The purchasing and contracting officer at Quartermaster's Corps, Langley Field, Va., will receive bids until June 12 for 6,000 pounds of liquid chlorine. The purchasing agent for the Government printing office, Washington, D. C., will receive bids until June 12 for 1,980 pounds of nitric acid. The Chemical Warfare Service, Edgewood Arsenal, Maryland, will receive bids until June 15 for 67,500 pounds of titanium tetrachloride.

Price Changes

Prices were changed during the past week as follows:—

Advanced	Reduced
Alum ammonia, ground, 40c. per 100 lbs.	Acid, chromic, ½c. per lb.
ammonia, powdered, 25c. per 100 lbs.	Lead metallic, .05c. per lb.
potash, ground, 40c. per 100 lbs.	Tin metallic, ¼c. per lb.
potash, powdered, 40c. per 100 lbs.	bichloride, ¼c. per lb.
potash chrome, ½c. per lb.	crystals, ½c. per lb.
Soda tungstate, 24c. to 39c. per lb.	anhydrous tetrachloride, ½c. per lb.
Triphenylphosphate, 5c. per lb.	

Comparative Values

Index numbers compiled from twenty-five typical chemicals on the basis of a normal of 100 for August 1, 1914, compare as follows:—

Last week.	Prev. week.	Last month.	Last year.
159.5	159.5	159.5	157.2

Price changes made on Saturday up to noon and other last-minute market developments are reported on page 2.

Alum.—Price schedules were recently advanced by some of the producers although the uplift had not become general. One of the leading producers had raised ammonia ground to $3.60 to $3.75 per 100 pounds, powdered to $3.90 and lump to $3.60 to $3.85 while quoting the potash descriptions at 10c. less or $3.60 to $3.65 per 100 pounds for the ground, $3.50 to $3.75 for lump and $3.90 for powdered. Jobbers were maintaining a schedule of $3.60 to $3.65 per 100 pounds for ammonia lump, $3.45 to $3.70 for ground, and $3.65 to $3.90 for powdered, while quoting potash lump at $3.35 to $3.60 per 100 pounds, ground at $3.20 to $3.45, powdered at $3.40 to $3.65 and potash chrome alum at 5¼c. to 5½c. per pound. The prevailing inconsistency of price schedules, the usual differentials between the lump, ground and powdered grades having disappeared, was a subject of interest. While no actual scarcity could be pointed to the fact was that one of the important producers was said to be buying in the open market.

Alumina Sulphate.—Demand from water companies, paper manufacturers and color works continued to reach fair sized totals. Producers were adhering firmly to their previous quotations both in the case of the commercial and the iron free grades.

Ammonia, Anhydrous.—Demand had been quite active during the previous hot spell, but it had subsided for about a fortnight. Towards the close of last week the inquiry was again along urgent lines. With the exception of New England territory there has been a steady decline in the amount of natural ice harvested each year. The artificial product is now in wide demand in virtually all large centers of population and this demand constitutes the greatest drain on the available supplies of anhydrous ammonia.

Ammonia Nitrate.—There were moderate arrivals from Norway. These had not influenced the price situation in any particular.

Ammoniac Sal.—Although the manufacturers of flashlight batteries continued to take substantial stocks of this chemical, other producers were less active. The usual amount of foreign competition was making itself felt, although this had no influence on the domestic manufacturer's quotations.

Antimony Salts.—The metal was held on the basis of 9c. per pound f.o.b. cars this city with May-June shipment from China quoted at 9¾c. per pound duty paid f.o.b. this city. The producers of the needle and oxide maintained their old price schedule.

Argols.—Additional moderate importations from Spain, Italy, France and South America had no influence on the posted price basis. The 80 percent was reported as quite scarce and quotations were generally maintained in all quarters of the trade.

Arsenic.—While contract prices were substantially unchanged, some of the producers appeared to be taking a firmer attitude with reference to prices. Supplies of the red were rather limited.

Barium Salts.—The producers were adhering to their former strong views in the case of the chloride. Supplies were limited as the dry color manufacturers had recently been buying on a rather extensive scale.

Blue Vitriol.—The producers were deluged with orders for this product during the last few days of last week. This was not unusual as the volume of orders had been substantially below normal for the preceding two months. Cold weather plus the determination of buyers to hold out for some price reaction had evidently quieted the market, but with metallic copper holding quite steady at 18c. per pound delivered to domestic consumers and at 18.30c. per pound c.i.f. foreign ports when destined for export, it was hardly to be expected that any change from the ruling price level would be seen. The cut which had been seen in the potato acreage this year was thought might have some influence on the market position although it was too early to gauge just how much of a reduction there would be. Foreign shipments of blue vitriol have been holding up in fair volume, last week witnessing one large shipment to Prince Edward Island, while two substantial shipments went to Mexico. The balance of June was expected would develop a real rush for blue vitriol on the part of domestic consumers.

Calcium Chloride.—The keenest competition was on the Atlantic seaboard, where the bulk of the consumption was concentrated. Road renovating work was continuing along extensive lines throughout the East and the season for dust laying was also at hand, resulting in the movement of substantial quantities of the chemical. The recent reduction announced by domestic producers had stimulated a still broader inquiry.

Carbon Tetrachloride.—The principal producers were in receipt of a generally satisfactory volume of tonnage. An undercurrent of firmness persisted throughout the market.

Chlorine. — New business in the Eastern market was decidedly limited in scope. The principal producers had their entire output under contract and were making substantial shipments to the bleaching and paper industries. Prices outside of Eastern territory were not always uniform. Recently an Eastern producer was reported to have made some shipments to the Pacific Coast and the delivered price

Current prices on heavy chemicals are listed in the alphabetical arrangement of current market quotations beginning on page 5.

Sulphate of Alumina
MANUFACTURED BY
The Jarecki Chemical Company
FOR FULL PARTICULARS ADDRESS
The Isaac Winkler & Bro. Co.
Sole Selling Agents
CINCINNATI, OHIO
First National Bank Bldg.
NEW YORK
50 Broad Street

THE AMERICAN MANUFACTURER OF
Barium Peroxide
THE J. H. R. PRODUCTS CO., Willoughby, Ohio

BARIUM CHEMICALS
Barium Reduction Corporation
CHARLESTON, W. VA.

H. A. FANNING & CO., IMPORTERS and MANUFACTURERS
CHEMICALS AND DYESTUFFS
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TANNIC ACID Technical, All Grades TARTAR EMETIC 43/44
DYEWOOD EXTRACTS ANILINE COLORS GUM TRAGACANTH, All Grades

Caustic Potash 88-92%
Solid - Flake - Liquid
Manufactured by
The Niagara Alkali Co.
Niagara Falls, N. Y.

JOSEPH TURNER & CO.
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19 Cedar Street Phone John 2670 New York

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Philadelphia, Pa.
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New York Office 30 Church Street

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SODA ASH AND CAUSTIC SODA

The first Soda Ash manufactured in this country was produced by The Solvay Process Company at its Syracuse Plant nearly 50 years ago. Since that time the Company has been continuously producing alkalies which have established the standard of quality for the industry.

58% Light Soda Ash
58% Dustless Dense Soda Ash
Fluf (Extra Light Soda Ash)
76% Solid Caustic Soda
76% Flake Caustic Soda
76% Ground Caustic Soda
76% Powdered Caustic Soda
Liquid Caustic Soda

SOLVAY SALES CORPORATION
Alkalies and Chemical Products Manufactured by The Solvay Process Company
40 Rector Street New York
Boston Syracuse Chicago Indianapolis
Cleveland Cincinnati Pittsburgh Detroit
Philadelphia Kansas City Atlanta St. Louis

* Trade Mark Reg. U. S. Pat. Off

LEAD ACETATE

White Crystals
White Granular
White Broken
White Powdered
Brown Broken

THE HARSHAW CHEMICAL CO.
Cleveland
Chicago Philadelphia New York

SODIUM BENZOATE
U. S. P.
Granular or Powdered

HOOKER Sodium Benzoate is free from odor, and white in color. It is readily soluble in cold water, yielding a clear, colorless solution, with no residue.

Available for prompt shipment in 25, 50 or 100 pound barrels.

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Caustic Soda — Liquid Chlorine — Bleaching Powder — Muriatic Acid — Monochlorbenzene — Paradichlorbenzene —Benzoic Acid — Benzoyl Chloride — Benzyl Alcohol — Antimony Trichloride — Ferric Chloride — Sulphur Monochloride — Sulphur Dichloride — Sulphuryl Chloride — Salt

HOOKER ELECTROCHEMICAL COMPANY

EASTERN SALES OFFICE:
25 PINE ST., NEW YORK CITY
PLANT: NIAGARA FALLS, N.Y.

WESTERN SALES OFFICE:
TACOMA, WASH.
PLANT: TACOMA, WASH.

there was as high as 4.80c. per pound in tanks.

Copperas.—The usual steady demand which has been a feature of the market for some months past was putting in its appearance. The bulk quotations had not changed further.

Glauber's Salt.—The difficulties of crystallizing this product during the hot weather were having a strengthening influence on prices. There was not so much pressure of foreign stock in the New England markets as there had been.

Lime Acetate. — Wood burning plants in producing sections were naturally operating at a curtailed rate. Stocks were not plentiful, although deliveries were continuing against contract schedules.

Magnesium Carbonate.—Stocks were supplemented by moderate arrivals from the United Kingdom. Deliveries generally were going ahead in satisfactory shape.

Manganese Chloride. — Manganese ores were without special change, although there were somewhat larger arrivals last week from Ponce. Technical dioxide was meeting a good demand on the basis of quotations.

Nickel Salts.—While there had been some falling off in the production of automobiles in the higher price range the output of those in the lower priced class continued rather high and this accounted for a rather large consumption of double and single nickel salts.

Phosphorus. — Fireworks manufacturers were in the market for moderate quantities. There were receipts of the tri chloride from Germany. Producers had not changed their former price views on the yellow or red.

Potash Carbonate.—The undertone of this market was quite firm in conformity with the maintenance of prices abroad, where 90 to 92 percent was quoted at £24 10s.; 96 to 98 percent at £25 15s. to £26 per ton, in casks, ex store, and slightly less for contracts.

Potash Caustic.—A good distribution of this chemical was in progress through the usual domestic outlets. Contract prices were well maintained as convention prices abroad were steady at 88 to 92 per cent solid, £32 15s. to £36 15s. per ton, in drums, ex store, 30s. per ton less c.i.f. in all cases.

Potash Chlorate.—Consumption has continued along extensive lines and a decidedly strong condition of affairs has ruled in the markets despite the arrival of additional quantities from Germany and Holland.

Potash Perchlorate.—There were fair arrivals from Northern Europe.

Potash Prussiate.—Orders in hand from numerous consuming trades were large enough to promote a steady and continuous movement of contract goods. The producers had not further altered their price schedules.

Salt Cake.—The difficulties of crystallizing this product during the hot weather were expected to lead to still firmer conditions. Producers had not changed their previous firm views of the market.

Soda Acetate.—Demand from the textile industry had been running along at a decidedly active rate. The minimum price basis remained at 5¾c. per pound in barrels. The current output was reported to be going almost directly into consumption.

Soda Ash.—Shipments have been continuing in generally satisfactory volume so far this year. There was a disposition to expect some tapering off during the months of July and August, although the producers were not inclined to cross any bridges before they came to them. The rayon industry was reported back in full operation and a satisfactory volume of shipments were going in this direction.

Soda Bicarbonate. — The producers were unable to point to any departure from their recent price schedules. Shipments were going ahead in satisfactory volume.

Soda Caustic.—One of the domestic producers had the largest specifications for caustic soda on record during the last fortnight when a petroleum refiner ordered the delivery of some 1,000 tons of the chemical within the next 45 days. This quantity would ordinarily carry the consumer over for a period of one year. Because of the earlier contraction in shipments to some of the rayon producers in the South during the month of April and part of May there had been a moderate accumulation of stocks and it was this which enabled the producers to take care of this order. The consumption of caustic soda throughout numerous trades and industries has been along broad and active lines, and no surplus to speak of has been uncovered in any of the Eastern markets. Existing contract schedules were being well maintained throughout the market.

Soda Fluoride.—There has been an increasing movement in small lots for insecticide purposes. The market has been featured by a generally firm undertone.

Soda Phosphate.—The market was well supported by the continued demand which was in evidence for the account of the textile industry.

Soda Tungstate.—Supplies were extremely limited, due to a scarcity of wolframite ore. Prices last week represented an advance of almost 50 percent since last month, ranging, according to holder, from 90c. to $1.15 per pound for the technical grade. Quotations generally were far from stable. The price of 60-percent ore in the Colorado district was advanced $2.50 per ton late in May to a basis of $12.50.

Tin Salts.—Tin quotations were off ¼c. per pound, but producers of the salts were basing their quotations on 43c. for Strait's tin. They lowered bichloride ¼c. to 14c. per pound, crystals ½c. to 34c., and anhydrous tetrachloride of tin ½c. to 28¼c. per pound. World consumption of tin reached an all time record during May, when total deliveries of the metal amounted to 13,265 tons, according to official statistics of the London Metal Exchange. This compares with deliveries of 13,018 tons in April, when the previous high record was established. Visible supplies were down to 24,765 tons, or just 200 tons in excess of the total at the end of last year. Total United States deliveries for the first five months of 1929 aggregate 40,635 tons, against 31,510 tons in the same five months of 1528, representing a monthly average consumption of 8,127 tons, or 1,555 tons a month more than the monthly average of 6,572 tons for the whole of last year.

Acids

Continuing scarcity in acetic acid due to the slowing up in production of lime acetate at wood burning plants stood out as one of the interesting developments in the market for acids last week. While the producers had made no further revision in their asked schedules the fact remained that offers were quite limited from all quarters of the market. The demand for all of the mineral acids was along broader lines than it had been for some time and supplies were being sent out on contract as they became available. There was a satisfactory outlet for oxalic acid and producers were maintaining prices.

Comparative Values

Index numbers compiled from twelve typical acids on the basis of a normal of 100 for August 1, 1914, compare as follows:—

Last week.	Prev. week.	Last month.	Last year.
106.2	106.2	106.2	107.0

Acetic.—The scarcity had grown more acute it was reported and some consumers were endeavoring to substitute lactic and formic acids. Demand from lacquer and solvents manufacturers was quite extensive.

Boric.—Foreign and domestic outlet was broad enough to insure a wide distribution. Contract prices were being well maintained.

Chromic.—Producers were quoting this acid on the basis of 18½c. to 19c. per pound car lots, drums, while quoting from 1c. to 2½c. per pound more for smaller quantities. A good demand has been reaching the market from the electroplaters.

Citric.—A fair call was in evidence for this acid although there was room for a seasonal improvement in the volume of sales.

Formic.—Quiet conditions in the tanning industry were referred to, although attempts to substitute the acid for acetic acid were also mentioned.

Lactic.—Shipments were going ahead in fairly normal volume for this season of the year. No further change since the recent revision has come under review.

Muriatic.—Conditions in this acid were generally described as quite firm. There had been no noticeable falling off in shipments notwithstanding that some consuming trades were beginning to slacken a little.

Nitric.—A good call continued for this acid from the chemical and other consuming industries. Quotations remained quite firm.

Sulphuric.—Plants were being operated at a fairly full rate. The requirements of users of this acid have been much more extensive and it was hardly expected that any seasonal let up in the volume of deliveries would be seen.

BALTIMORE, June 6, 1929.—Developments in the sulphuric acid market are not striking. Producers still report that the demand keeps up sufficiently to absorb the output of the manufacturers, but, on the other hand, the requirements of the fertilizer manufacturers are not large at this time, and there is every indication that the next few months will bring out only a very limited demand from this source. The quotations on acid remain nominally the same, they being $10 per ton for 60-degree pyrites acid and $16 for 66-degree acid, with brimstone acid 50c. a ton higher in each case.

Tartaric.—Demand was not as active as might have been expected at this season. The undertone was strong

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Diamond Alkali Company

PITTSBURGH PENNSYLVANIA

because of the ruling scarcity and high prices for argols.

Insecticides

The encouraging demand which had been evident for the general run of insecticides during the earlier hot spell had largely subsided, but producers generally reported that they were in receipt of a substantial volume of orders for lead arsenate, Bordeaux mixture and lime sulphur. The cold snap last week placed a definite check on supplementary business in calcium arsenate. Dealers in paris green had not yet secured much business. Evidently the carryover from a year ago was quite substantial, for consumers showed no great urge to take on additional quantities.

Bordeaux Mixture.—Some of the producers were able to point to the receipt of large and substantial orders for this insecticide from fruit growers in the Hudson Valley and other nearby points.

Calcium Arsenate.—The cold snap checked what buying had been in progress, and so far as could be learned no supplementary business of any importance was uncovered last week. There were complaints of weevil emergence and of lice in the South, but damage to the cotton crop on the whole appeared to have been quite light so far.

Lead Arsenate.—This product had not undergone much of a change from its previous basis. The producers had taken on fair quantities of white arsenic of late, however.

Lime Sulphur.—The season it was expected would get under way during the next few weeks. Meanwhile conditions of the market were represented as quite firm.

Nicotine.—The season was on and substantial shipments were being made by the producers.

Paris Green.—The market could not strictly be termed active, although larger orders were expected. Some business was moving at the posted basis of 25½c. to 37½c. per pound, depending on quantities, less the usual 15 percent discount to jobbers.

Chemical Tariff Open Hearings Begin June 13

WASHINGTON, June 6, 1929.

The Senate finance committee has decided to hold open hearings on the tariff bill and has appointed sub-committees to hear witnesses on the various commodity schedules. The first hearing will be June 12 when the full committee will consider the valuation provisions. Other administrative provisions will be considered by the full committee later, and free list items will also be discussed before the full committee.

Hearings on schedule 1, chemicals, oils and paints, will begin June 13 at 9:30 a. m. before a sub-committee composed of Senators Smooth of Utah, Reed of Pennsylvania, and Edge of New Jersey, Republicans, and King of Utah and Barkley of Kentucky, Democrats. Senator Smoot, who is chairman of the finance committee, will also act as chairman of this sub-committee during the hearings on this schedule.

The same sub-committee with Senator Edge as chairman will hear witnesses on schedule 2, earths, earthenware and glassware, and with Senator Reed as chairman will hear the metals schedule.

Board of Trade Meeting To Hear Mayor Walker

The New York Board of Trade will hold its regular monthly meeting June 12 at the assembly hall, 41 Park Row, at 12:15 p. m., with James J. Walker, mayor of New York, as the guest speaker.

Members are urged to bring guests and to make their reservations beforehand as a capacity attendance is anticipated.

The Canadian Carbonate Company, Ltd., has taken a permit at the city hall for the construction of a factory on Chabot street, at an estimated cost of $20,000.

The California Copper Company has completed negotiations for the acquisition of the Calaveras Copper Company, Copperopolis, Calif. The latter concern has 2,200 acres.

Peter J. Arnold, for a number of years connected with the chemical department of A. Klipstein & Co., is now representing Philipp Brothers, Inc., in Massachusetts, with headquarters at the Boston office, 170 Summer street.

The North Jersey section of the American Chemical Society will have an outing at the Picatinny Arsenal, Dover, N. J., June 11. Arrangements. have been made to have a motor party start from South Mountain and Bloomfield avenues, Montclair, at 10 a. m.

The Arthur A. Lehmann Company, 1776 Broadway, this city, has been made sole representative in the United States for the sale of phosphoric salts manufactured by Joh. A. Benckiser, Ludwigshafen, Germany. The company is also sales agent for the Superior Crystal Company's sal soda. It will continue to handle specialties for the textile industry.

Frederick W. Weber, a Philadelphia chemist, addressed the Charcoal Club of Baltimore, an artists' organization, May 25, on "The Chemistry of Pigments and Paintings." There is said to be an amazing lack of knowledge of colors among even the most distinguished painters, and it was with the aim of adding to this knowledge that Mr. Weber was invited to deliver the discourse.

The Ontario Radium Corporation, Ltd., has been organized, with head office at Toronto, to develop supposed radium properties discovered some time ago in Haliburton county. The properties are near Wilberforce, in Cardiff township, and include both deposits of radium-bearing ores and springs of radio-active water. J. A. McAndrew, K. C., is president of the company.

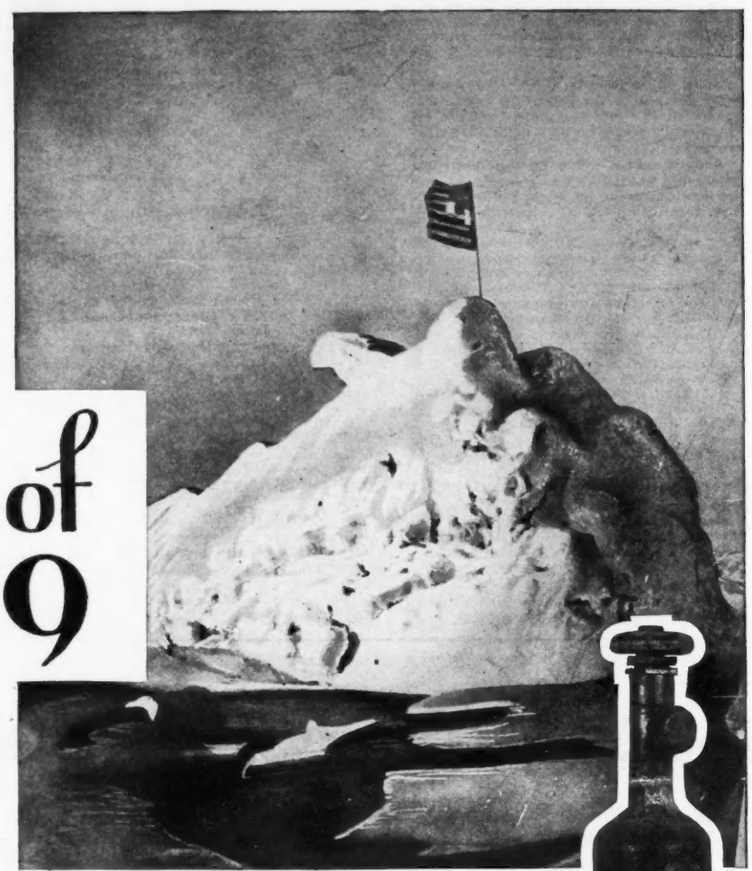
The repeated requests which the United States Bureau of Mines has had for data relative to the annealing and deoxidation of copper have brought about the issuance of a preliminary report, serial 2926, "The Reduction of Cuprous Oxide by Carbon Monoxide," by Charles G. Mayer. Copies may be obtained from the United States Bureau of Mines, Department of Commerce, Washington.

Charles E. Munroe, chief explosives chemist of the United States Bureau of Mines, was tendered a luncheon on his eightieth birthday by his fellow employees, at the Cosmos Club, Washington, May 23, in honor of his long career of notable achievement in the fields of chemistry and invention. A medal bearing his portrait was presented to Dr. Munroe, the outlines of which were literally blown into the metal by the "Munroe effect."

The New York State Public Service Commission has approved new freight rates of the Delaware & Hudson Railroad on lignin liquor in barrels, carloads, minimum weight 36,000 pounds, and in tankcars, carload from Ausable Forks and Corinth to New York Central stations: Batavia, Canastota, North Newark, Oneida, Rome and Utica, 25c. per hundredweight. Reductions are effective June 26, 1929.

Events of 1909

Peary Reaches the North Pole



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The first pound of Liquid Chlorine produced in the U. S. A. 1907

E B G advanced the science of bleaching to its furthest point when it produced the first Liquid Chlorine ever made in this country on a commercial scale.

It was an event. And, to industry, of as much interest as the arrival at the North Pole of Commodore Peary, also in 1909.

E B G has not been content to rest upon its laurels. It has been steadily at work adapting the qualities of Liquid Chlorine to the requirements of new industries. And the natural advantages of Liquid Chlorine have been increased by the technical and general cooperation of the entire E B G organization.

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MECHLING BROS. CHEMICAL COMPANY

Philadelphia, Pa. Camden, N. J. Boston, Mass.

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Gasoline Production in March

Production Declined, Consumption Increased by Comparison With Previous Month

The daily average throughput of crude petroleum in March was 2,603,000 barrels, an increase over February of 30,000 barrels. This increase took place in runs of domestic crude, daily average runs of foreign crude showing a slight decline.

The daily average gasoline production showed a slight decline in March as compared with February, but was 18 percent above that of March, 1928. Gasoline consumption showed a very material increase in rising from a daily average of 813,000 barrels in February to 919,000 barrels in March, a gain of 13 percent. The latter figure is, at the same time, 17 percent above a year ago. Stocks of gasoline again showed an increase, but this was considerably below the average increase for the past several months. On March 31, 1929, stocks of gasoline amounted to 47,205,000 barrels, which at the current rate of total demand represents 44 days' supply, as compared with 48 days' supply on hand a month ago and 45 days' supply on hand a year ago.

The indicated daily average domestic demand for both kerosene and lubricants and the apparent demand for gas oil and fuel oil declined in March as compared with February. The indicated domestic demand for wax increased but stocks continued to accumulate.

The refinery data of this report were compiled from schedules of 330 refineries which had an aggregate daily crude oil capacity of 3,342,500 barrels. These refineries operated during March at 78 percent of their recorded capacity, as compared with 328 refineries, operating at 76 percent of their recorded capacity in February.

Runs to Stills

	Barrels				
	Crude oil— Domestic	Crude oil— Foreign.	Unfinished oils rerun.	Natural gasoline.	Total input.
United States totals	74,094,000	6,614,000	3,282,000	3,738,000	87,728,000
Daily average, March, 1929	2,390,100	213,300	105,900	120,600	2,829,900
Daily average, February, 1929	2,355,400	217,100	157,500	108,100	2,838,100

Crude Petroleum Data

	Thousands of barrels						
	Runs to stills— Total.	Runs to stills— Daily average.	Imports* Total.	Imports* Daily average.	Exports* Total.	Exports* Daily average.	Stocks end of period.
March, 1929	80,708	2,603	6,790	219	1,572	51	†403,726
February, 1929	72,031	2,573	7,016	251	1,678	60	†398,749
January-March, 1929	231,564	2,573	21,881	243	5,222	58	†403,726
March, 1928	72,528	2,340	6,845	221	1,530	49	†388,882
January-March, 1928	208,220	2,289	19,026	209	4,005	44	†388,882

Refined Products Data

	Thousands of barrels								
	Production— Total.	Production— Daily av'age.	Imports— Total.	Imports— Daily av'age.	Exports— Total.	Exports— Daily av'age.	Stocks end of period.	Domestic demand. Total.	Domestic demand. Daily av'age.
Gasoline—									
March, 1929	34,467	1,112	327	11	4,798	155	47,205	28,495	919
February, 1929	31,264	1,117	406	15	3,838	137	45,704	22,776	813
Jan.-March, 1929	100,066	1,112	1,232	14	13,286	148	47,205	73,873	821
March, 1928	29,276	944	259	8	4,016	130	41,078	24,294	784
Jan.-March, 1928	84,113	924	1,193	13	11,070	122	41,078	66,474	730
Kerosene—									
March, 1929	4,515	146	5	..	1,899	61	7,855	2,976	96
February, 1929	4,435	158	20	1	1,591	57	8,210	3,519	126
Jan.-March, 1929	13,650	152	63	1	5,408	60	7,855	9,451	105
March, 1928	4,715	152	6	..	1,852	60	7,760	2,722	88
Jan.-March, 1928	14,522	160	63	1	5,753	63	7,760	8,787	97
Gas oil and fuel oil—									
March, 1929	37,456	1,208	1,146	37	2,600	84	‡130,699	.....	..
February, 1929	34,331	1,226	466	17	2,795	100	‡129,402	.....	..
Jan.-March, 1929	108,625	1,207	1,947	22	9,094	101	‡130,699	.....	..
March, 1928	34,437	1,111	848	27	3,969	128	‡123,588	.....	..
Jan.-March, 1928	99,347	1,092	2,067	23	11,564	127	‡123,588	.....	..
Lubricants—									
March, 1929	2,943	95	2	..	1,045	34	8,853	1,581	51
February, 1929	2,503	89	4	..	871	31	8,534	1,751	63
Jan.-March, 1929	8,391	93	7	..	3,032	34	8,853	4,853	54
March, 1928	2,878	93	..	..	837	27	8,383	1,990	64
Jan.-March, 1928	8,260	91	..	..	2,612	29	8,383	5,125	56
Wax (1,000s of lbs.)—									
March, 1929	56,372	1,818	2,575	83	22,127	714	158,404	18,469	596
February, 1929	50,027	1,787	3,120	111	25,359	906	140,053	11,256	402
Jan.-March, 1929	165,284	1,836	8,677	96	75,551	839	158,404	50,350	559
March, 1928	50,170	1,618	1,767	57	40,147	1,295	119,522	28,747	927
Jan.-March, 1928	154,706	1,700	4,221	46	117,895	1,296	119,522	72,148	793

* Exports include shipments to Alaska and Porto Rico. † Includes California light crude. ‡ Includes California heavy crude and fuel oil.

Natural Gasoline in February

Detailed figures on natural gasoline follow:—

	Thousands of gallons								
	Natural gasoline— Production— Mar., 1929.	Feb., 1929.	Jan.-Mar., 1929.	Mar., 1928.	Stocks end of month. Mar., 1929.	Feb., 1929.	Blended motor fuel— March, 1929— Natural gasoline used.	Naphtha or other oils used.	Stocks end of month.
Appalachian	9,300	10,900	31,600	10,100	2,779	2,427	93	105	252
Illinois, Kentucky, etc.	1,200	1,200	3,800	1,400	325	283	1	1	11
Oklahoma	57,000	47,500	159,600	51,900	20,104	15,615	1,215	1,359	337
Seminole, etc.	27,600	23,400	77,400	19,100	2,824	2,483	152	353	38
Osage County	7,800	6,000	20,900	9,000	9,397	6,027	5	2	2
Rest of State	21,600	18,100	61,300	23,800	7,883	7,105	1,058	1,004	297
Kansas	2,900	2,800	8,800	2,900	1,086	1,255	35	2	6
Texas	33,900	29,800	94,900	26,900	14,221	11,407	340	495	140
Panhandle	13,300	11,500	37,000	7,600	8,407	6,623	177	253	16
North Texas	4,600	3,900	12,400	3,800	1,188	1,356	62	76	39
West Central	12,800	12,100	38,400	14,000	4,292	3,105	83	127	74
Rest of State	3,200	2,300	7,100	1,500	334	323	18	39	11
Louisiana	5,100	4,900	15,100	4,500	928	1,058	5	13	8
Arkansas	2,700	2,400	7,800	2,700	371	375	304	469	28
Rocky Mountain	3,700	3,200	10,200	3,800	592	708	...	...	...
California	65,800	54,200	174,000	41,700	1,396	1,337	...	...	12
Long Beach	20,900	18,400	57,700	10,300	...	...	...	...	...
Ventura Ave	6,300	5,500	17,800	5,400	...	...	...	...	...
Seal Beach	3,400	2,700	8,800	2,600	...	...	...	...	...
Huntington Beach	3,000	3,400	10,200	4,400	...	...	...	...	...
Santa Fe Springs	16,400	11,000	36,400	3,100	...	...	...	...	...
Rest of State	15,800	13,200	43,100	15,900	...	...	...	...	...
United States totals	181,600	156,900	505,800	145,900	41,802	34,465	1,993	2,444	794
Daily average	5,860	5,600	5,620	4,710	...	...	...	...	...

The indicated output of motor fuel from the above and other sources may be expressed by the following table:—

	Thousands of gallons			
	March, 1929.	February, 1929.	Jan.-March, 1929.	March, 1928.
Gasoline produced at refineries* †	1,447,600	1,313,100	4,202,800	1,229,600
Natural gasoline blended at plants east of California	2,000	1,800	6,100	2,500
Natural gasoline sold direct to jobbers	2,100	2,100	6,300	2,100
Benzol productions‡	11,100	9,800	31,400	10,000
Total motor fuel produced	1,462,800	1,326,800	4,246,600	1,244,200
Daily average	47,190	47,390	47,180	40,140
* Includes natural gasoline blended at refineries	152,100	123,200	406,100	104,900
† Includes natural gasoline run through refinery pipelines in California	4,900	3,900	13,600	8,900

‡ Estimated with production of by-product coke as a basis.

Mexican Oil Zones Named

Mexico has been divided into three zones for oil exploitation and to provide facilities for restricting the drilling of wells, according to a recent order by the Department of Industry of Mexico.

The first of the three zones follows the coast lines, paralleling them and extending fifty miles inland; the second also parallels the coast, but, beginning where the first stops, extends inland for the next 150 kilometers; and the third includes all the inland territory not included in the first two. All the wells drilled within two years from the date of the new regulations, put into effect August 31, 1928, shall be granted a discount on the usual production tax. These discounts affect crude oil only.

Michigan Oil Activities

MUSKEGON, Mich., June 6, 1929.

Activities in West Michigan oil purchasing circles are picking up momentum.

Simrall Pipe Line Corporation, formed to take over the gathering lines of the Muskegon Oil Corporation and Shell Petroleum Corporation in the Muskegon field, started running 4,800 barrels of Dundee grade crude oil a day to Lemont, Ill., for refining at the plant formerly operated by the Lemont Refining Company. The Lemont plant is now owned by I. A. O'Shaughnessey of the Globe Oil and Refining Company, Blackwell, Okla.; G. G. Woodruff, former vice president of Shell Petroleum Corporation, and W. F. Simrall, Cincinnati, Ohio.

Dixie Oil Company is now running 6,500 barrels and shipping 8,000 barrels a day, taking the difference out of storage. All Dundee oil is moving by boat to Whiting, Ind., in the tanker "Panoil," in which more than 100,000 barrels has been carried since it was placed in service. Producers are receiving $1.10 at the well from Dixie.

Wellman Oil Company, Grand Rapids, is paying from 60 to 95 cents a barrel for 1,000 barrels a day and the Reed Oil Company is shipping 500 barrels a day to Ohio refineries. Dixie is shipping 1,000 barrels a day of Traverse sweet oil by rail to Standard's refinery at Zilwaukee, near Saginaw, Mich.

A loss of 7,000 barrels of crude oil was suffered May 28, by the National Transit Company at Simpson, Pa., when lightning struck a 25,000-barrel tank located at that town.

The Barnsdall Corporation has acquired 10,000 acres in Edwards county, Kansas, the block offsetting the discovery well of the British Oil Company.

R. T. Herndon has been elected vice-president of the Texas Company of California, succeeding C. L. Coppage, who has resigned. Mr. Herndon will also be manager of domestic sales for the company. He has been assistant to the manager of the northern territory.

The Penn Petroleum Company, Olean, N. Y., June 1 took over the holdings of five smaller companies in the town of West Union, Steuben county, acquiring 772 acres in all and more than 100 wells now in production. A large development program is planned by the new owners.

The Humble Oil & Refining Company on June 1 transferred all its properties in North Louisiana and South Arkansas, except its wildcat acreage, to the Standard Oil Company of Louisiana. One hundred and fifty producing wells with a daily yield of 40,000 barrels of oil is involved.

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For Silk Dyers.
Neutral Pyrophosphate—For Bleacheries.
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Phosphate Rock Freights

WASHINGTON, June 3, 1929.

Present freight rates on crude phosphate rock in carloads from Bartow, Fla., and related points to Jackson, Miss., were approved by the Interstate Commerce Commission in dismissing a complaint of the Jackson Fertilizer Company.

The complaint alleged preferential rates to Gulfport, Mobile, New Orleans, Meridian, and Montgomery, but the commission held that, while water and rail competition had forced down rates to these points, the rate to Jackson is not excessive considering earnings.

Purdue Fertilizer Meeting

A one-day fertilizer conference will be held at Purdue University, Lafayette, Ind., June 25. All executives and sales managers of fertilizer companies in district No. 9 are invited to attend by Ove S. Johnson, assistant director of the Northern division. The tentative program follows:—

"Changes in Fertilizer Usage in Ohio," by E. E. Barnes, College of Agriculture, Ohio State University, Columbus.

"The Use of Fertilizers on Kentucky Soils and Crops," by E. J. Kinney, College of Agriculture, University of Kentucky, Lexington.

"Fertilizer Use in the Corn Belt," by M. F. Miller, College of Agriculture, University of Missouri, Columbia.

"Getting Fertilizer Information to the Farmer," by John Sims, soils specialist, Michigan State College, East Lansing.

Luncheon.

"A Description of Experimental Work Under Way at Purdue University and Outlying Fields," by A. T. Wiancko, Purdue University.

Inspection of field plots, Wilson farm.

"Soil Treatment and Land Values," by G. P. Walker, in charge of experiment fields, Purdue University.

Dinner

"Some Problems in the Fertilizer Industry," by Charles J. Brand.

"Pasture Improvement" (illustrated), John B. Abbott, agronomist, Soil Improvement Committee.

Greece Limits Free Imports of Fertilizers

WASHINGTON, June 4, 1929.

The Greek ministries of finance and agriculture have specified, according to information received by the Department of Commerce from the commercial attache at Athens, that only the following materials imported for use by the domestic fertilizer industry are to be exempted from import duties and surtaxes:—

Pyrites, phosphorites, apatites, bones, phosphoric rust, niter, nitrosulphate, ammonia sulphate, calcium nitrate, potash muriate, potash sulphate, urea, organic and nitrogenous materials, and guano (raw and natural).

The ministerial decree also provides that the above materials, as well as chemical fertilizers of any kind, of domestic or foreign origin, will be exempted from all municipal, port, or other taxes when transported from one district to another within Greek territory.

Pennsylvania Oil Factors Plan Research Co-operation

BRADFORD, PA., June 3.

Oil producers of the northern Pennsylvania field met here last week-end in conference with members of the faculty of Pennsylvania State College to discuss future co-operation between the oil producers and the State's educational authorities. The State recently appropriated $50,000 for the use of its university along this line. It was announced that this research work would be in charge of Gerald L. Wendt, dean of the school of chemistry, and assistant to the president of the university. He will be aided by Edward Steidle, dean of the school of mines; E. K. Hibsham, director of public relations; C. A. Bonine, geologist; J. B. Shaw, head of the department of ceramics, and W. J. Sweeney, director of industrial research.

The following oil men were named to act on an advisory board of the university and will help plan its research work: A. E. Booth, Frank Brewster, R. M. Haskell, Cornell N. Phohl, W. T. Piper and Ralph Zook of Bradford and R. J. Alexander, W. J. Brundred and S. Y. Ramage of Oil City.

Richfield Promotions

Several veteran officials of the Richfield Oil Company has been promoted to higher positions by C. M. Fuller, president and general manager. The promotions include:—Jack French, assistant manager of the lubrication department, and I. N. Randall, manager of the Richfield-San Francisco branch, to assistants to Mr. Fuller; W. H. Cotrel, from manager of service stations to that of assistant manager of the refined oils division, and J. T. Armitage will occupy a similar position in the same division. Later Cotrel will have charge of northern California activities, while Armitage, formerly general sales manager for the Pan American Petroleum Company, will have charge of southern California work.

Others affected in the official announcement are C. G. Harding, made branch superintendent, who will be assisted by L. A. Robertson and F. M. Rhodes in the capacity of branch supervisors.

Petroleum Legislation

The following bills with reference to petroleum and its products have been introduced in the legislatures as indicated:—

Florida

Senate bill No. 256, introduced by Wagg, is an administration tax bill seeking to relieve the tax burden in various counties by reason of bonded indebtedness now outstanding and for other purposes. (Same as House bill 448.) Referred to the committee on finance.

House bill No. 448, introduced by McKenzie, is the same as Senate bill No. 256.

Oklahoma

House bill No. 54 (Special session), introduced by Gibson et al., is an act relating to the disposition of gross production taxes.

House bill No. 153 (Special session), introduced May 31 by Carmack et al., is an act providing for five cent gasoline tax.

A large oil refinery, with an investment of about $1,000,000 in land, refinery, and tanks is to be constructed by the Texas Oil Company on a tract of more than 100 acres south of Cypress, Cal.

T. A. White, who has served the Shaffer Oil & Refining Company as a petroleum engineer, has been elected president of the Organization Board of the Universal Oil & Gas Company, Oklahoma City.

May revenue from the four-cent gasoline tax in Wyoming was $71,182, compared with $72,620 during April under the three-cent tax, but it was fully $10,000 in excess of the collection during May, 1928.

The April issue of "Lubrication," the house organ of the Texas Company, contains an interesting article on commercial refrigeration, dwelling on the means involved and the importance of machine lubrication.

Gasoline taxes in Iowa increased nearly $200,000 last month, according to the monthly report of Ray Johnson, state treasurer. The May tax income was $801,546.33 as compared with $603,855.73 in April of this year.

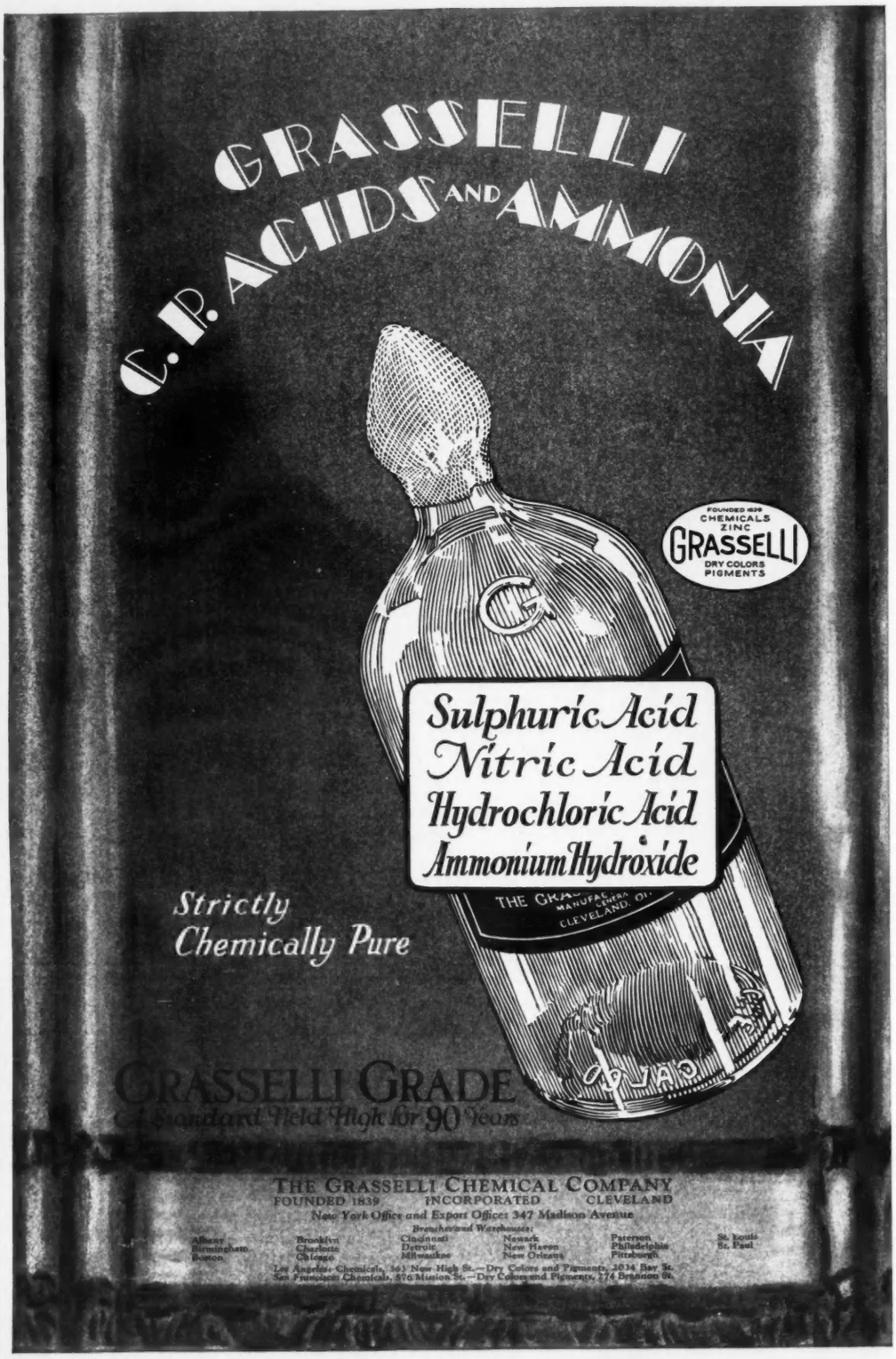
The Rio Grande Oil Company will erect a $1,000,000 lubricating oil plant in El Paso, Texas, adjacent to its present plant. It will be supplied with oil from the Loving field. Two 37,500-barrel tanks will store the crude oil.

Under a recently published supreme resolution, box shooks imported into Peru in quantities of more than 500 kilos for use in manufacturing containers for gasoline tins are dutiable at 10 percent ad valorem under tariff rule 46.

The Cody Petroleum Company struck oil in commercial quantities in the Amsden formation, 665 feet below the top of the Embar sand in the Oregon Basin of Wyoming. The Embar has been the principal producing sand of that field.

The Russell Oil Company, Butte, Mont., has filed a complaint with the Interstate Commerce Commission asking that the carload freight rate on gas oil from Los Angeles, to Billings, Mont., be reduced to 80 percent of the refined oil rates.

The Rock Creek Oil Corporation will build a twenty-inch natural gas pipeline from one of its wells in the Texas Panhandle to the Huber Carbon Company's plant, now being erected, and which will use fifteen million cubic feet of gas daily.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Los Angeles Chemicals, 343 New High St.—Dry Colors and Pigments, 2034 Bay St.
San Francisco Chemicals, 576 Mission St.—Dry Colors and Pigments, 274 Brannan St.

Chemical Makers Meet

(Continued from page 21)

pose of discounting future profits and future productive expansion immediately. The fact is that general business in the United States has made no such abnormally large gains from year to year as have been reflected in the rise of security prices. The readjsutment of security values to the actual conditions of industry and trade is in itself, however, not likely to give a severe jar to business. In the future as in the past, the consequences of excessive speculative activity through the rapid expansion of credit are felt chiefly by the financial and speculative community rather than by business itself.

Report of Executive Committee

The following report for the executive committee was presented by Salmon W. Wilder, chairman, at the Thursday session:—

More than a year ago reports from Washington indicated that tariff revision would occupy a prominent place in the legislative program of the political party victorious at the November elections. Leaders on both sides were agreed as to the need for revision, but differing as to the direction it should take. The country was not unprepared, therefore, for the platform pledges adopted at the national conventions, and for the promises given as the campaign progressed, that an extra session of Congress would be called soon after the change of administration at which the work of revision would be undertaken. With this prospect before them throughout the year, your executive committee decided that no more important duty could engage their attention than to prepare for presentation of the case for protection of the American chemical industry.

Accordingly, months in advance of the call for hearings before the ways and means committee, arrangements had been made for collection of data on production, imports and exports, wages and other comparative statistics that might prove informative to Congress. The thought was kept persistently before our members, also, that tariff revision was certain and that in the preparation of their individual cases the services of the Washington office and such other facilities as the association afforded were freely at their command. Many companies availed themselves of these aids to their tariff work and it is gratifying to learn that they found them of no little value.

In concentrating association work on preparation for tariff revision we believe we are in step with industry generally and are acting in harmony with majority sentiment of our country. The protective tariff is now so generally accepted as an established American policy that there is left for argument merely the question of the degree of protection to be applied. Our present state of industrial well-being is based on protection and our future must be developed from the foundation so laid. Any unwise departure from this policy would be attended by consequences disastrous to the country. Industrial depression, unemployment, economic and social distress are not unknown in the experience of all of us, and they invariably follow downward revision of the tariff.

Speaking for our own industry it is well within the facts to assert that no external influence exerts so important a bearing upon our welfare as the tariff. It is our plain duty, therefore, to place before Congress the essential facts of our tariff needs, but without exaggeration or overdrawing the picture, and to urge upon our legislators the consideration to which the merits of our case are entitled. With this purpose in mind your executive committee in October of last year created a special tariff committee, the members of which were to serve as chairmen of group sub-committees, representative of the following classifications within our membership:—Alkali, ammonia, coaltar products, dyes, medicinal and fine chemicals, special products, administrative features, acids and heavy chemicals, fertilizers, and solvents.

Thus all member companies were provided the opportunity for conference with others in their respective groups, and when the special meeting of the association was held on January 4, in which the Synthetic Organic Chemical Manufacturers' Association helpfully participated, we were able to perfect a program for presentation of our case to the ways and means committee at the hearings beginning on January 7. We believe the record of these hearings will show a fine spirit of co-operation with the committee and complete frankness on the part of spokesmen for the chemical industry. Briefs and statements were held within limits of demonstrable fact and in many cases were supported by references to official authority. While there will be found in the Hawley bill as passed by the house on May 28 a not inconsiderable number of disappointments, we believe the chemical schedule on the whole reflects a high degree of confidence on the part of the ways and means committee in the good faith of our representatives. The Hawley bill is now before the Senate Finance Committee which has announced limited hearings thereon. Our association will be represented by the chairman of your executive committee who will file a brief which will follow generally the lines of the brief presented to the ways and means committee. It is recommended that companies that have failed to receive in the house bill adequate protection for their products make arrangements to carry their cases to the senate committee. As stated above, the facilities of the association and the services of the Washington office are freely at the disposal of all members and they are urged to call upon them without hesitation.

Government Department and Bureaus

Our relations with government departments and bureaus maintaining service agencies for industry have been productive of benefits in which all have shared, while many of our members report most satisfactory results in the handling of matters of individual concern. These activities of government are undergoing constant expansion with ever-increasing appropriations for their support, and they offer opportunities to our membership which invite closer acquaintance. We are all fairly familiar with the Chemical Division of the Bureau of Foreign and Domestic Commerce. All our companies are, or should be, on its select mailing list for receipt of confidential reports from trade agents stationed in foreign capitals, but there is available other valuable information in the shape of import and export statistics and domestic trade surveys which prudent management cannot afford to ignore. In this bureau also, are maintained divisions for ascertainment of foreign credit information, latest reports on foreign tariffs, trade customs and regulations. We should mention also, as valuable services agencies, the Bureau of Standards, with its remarkable organization of trained and efficient scientists; the Bureau of the Census, to which we are indebted for comprehensive, accurate and intimate information concerning our own industry, and the division of simplified practice, through whose work in reducing superfluous and costly sizes, styles and numbers, industry is being saved, literally, millions of dollars annually.

In the Department of Agriculture there are similar agencies and potentialities for service to our industry. Appropriations for research in this department alone have been increased from $14,700,000 in 1928, to $16,500,000 in 1929, and to this amount there has been added $1,000,000 for the fiscal year 1930. A liberal share of this fund is being applied to research which, carried on primarily for the aid of agriculture, will also have results of importance to the chemical industry.

Discussions of government service agencies would be incomplete without acknowledgment of the valuable contribution of the Chemical Division of the United States Tariff Commission to our store of accurate information furnished yearly in the census of dyes and other synthetic organic chemicals.

The foregoing is but a partial list of government activities from which our industry might draw material benefits.

Of quite different character, but of not less importance, is the type of bureau exercising regulatory powers over products of the chemical industry, or supervising trade practices of business in general. In the light of several experiences of the last year it seems timely to give thought to the ultimate effects of bureau authority, grown confident of its position, and the limits of which are not defined. As we survey the vast field of governmental activities we are startled to find that many of our products are subject to definition, inspection, or other form of regulation, and that efficiently working machinery exists which in some cases is automatically applied, and in others may be invoked, for regulation of trade practices and methods.

As to certain of the phases of this trend in government it would be idle to protest. Some regulatory laws, in principle, are wholesome and have the support of public opinion back of them. Industry, too, has adjusted itself to their administration. But of late there has appeared a distinct danger in the extra-legal orders from certain bureaus affecting products and trade practices which never were intended by Congress to be brought within operation of the statutes, and it is these tendencies that cause uneasiness. A striking case of excessive zeal on the part of bureau authorities was brought to the attention of our Washington office by two member companies who reported recepit of orders directing them to attach to their product a label containing an ingredient statement, notwithstanding the product was shipped in bulk form and designed exclusively for purposes other than those enumerated in the statute. The companies naturally protested against the rule, pointing out lack of statutory authority to support it. Correspondence with the bureau failed to bring any modification of the order and finally an ultimatum was received in the shape of announcement of institution of legal proceedings. At this point the case was taken to the chief of the bureau, who, after an interview with representatives of the companies, admitted the unreasonableness of the orders and gave assurance that no further trouble would be caused.

Administration of the caustic poison act likewise has produced a series of irritating encounters with bureau authorities, many of them having their origin in extreme or isolated circumstances. It would seem that such differences could be adjusted by exercise of common sense without issuance of a rule, applicable to conditions not contemplated in the law. Such cases as have been reported to the Washington office generally have been settled by arrangement, which, if not altogether satisfactory to the member company, at least has removed some of the unnecessary burdens.

Closer examination of the problem forces the conclusion that industry itself is not without responsibility for the conditions described. We find that recourse to agencies of government created to assist business invariably brings into action powers for control or regulation that are bound to prove irksome and restrictive. Rules adopted at a trade practice conference sponsored by the Federal Trade Commission may bring stabilizaiton in a given industry, but at the surrender of individual will, and maintained by influence of a force outside the industry. Standards and simplified practices may cut down production expenses—and we have acknowledged with due appreciation the savings they have effected—but any attempt to impose upon business the obligation to accept rules and specifications handed down by government as exclusive terms to be written in our commercial contracts should he resisted. Our duty in the circumstances, it seems to your committee, is to scrutinize with care every order and regulation, and in cases of unreasonable requirements to carry the issue to the highest reviewing authority within the bureau or department. Neglect in a case of minor importance may serve to strengthen error which later will come back to plague our industry.

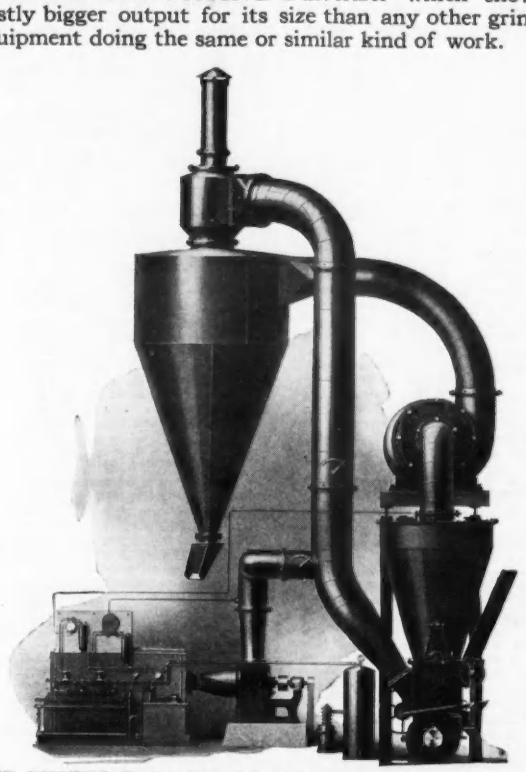
In the ten years that we have maintained an office in Washington our asso-

Problems in Pulverizing—No. 19

Conserving Space in the Mill Room

With the cost of building construction mounting to higher levels, every square foot of factory floor space must be utilized to the best possible advantage in order to keep fixed charges within reasonable limits.

This fact helps to emphasize the economy of the Raymond Automatic AIR DRYING Pulverizer which shows a vastly bigger output for its size than any other grinding equipment doing the same or similar kind of work.



AIR DRYING Pulverizer—the latest development in pulverizing machinery, consists of a standard Raymond Automatic Pulverizer equipped with the Raymond Air-Drying System. Does double duty—effects large economies. Applicable to many intricate grinding processes.

The reason that the AIR DRYING Pulverizer has such great advantage in compactness and capacity, is because it combines two processes in one, namely, drying and pulverizing.

Ordinarily, damp materials have to be put through rotary or drum dryers before they can be ground without wasting power. But the Raymond unit *dries as it grinds*, dispensing with separate dryers and auxiliary conveyors. This means a pronounced saving in floor space, to say nothing of the reduced labor, supervision, power and operating costs.

As will be seen in the illustration, the heater for supplying hot gases to the system is exceedingly compact, and even this can be eliminated when waste heat is piped in from the power plant, from kilns, ovens or steam coils.

An investment in the Raymond Automatic AIR DRYING Pulverizer is put into productive machinery that brings a dividend return, instead of being put into non-productive bricks, steel and cement, which demand a continual toll of depreciation. You pay for production instead of construction.

The AIR DRYING Pulverizer is applicable to practically the whole range of non-metallic minerals in the paint, chemical and allied industries.

If you have a special problem in pulverizing, this machine may provide the most economical solution. Our engineers will be glad to advise you.

For data on the latest types of pulverizing, air-separating and air-drying machinery, write for a copy of the Raymond PULVERIZER CATALOG.

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ciation has established valuable contacts with key men in departments and bureaus. Our facilities for transaction of business with the government and for handling problems arising from regulatory laws are exceptional, and members are urged to make use of them.

The Cartel and Foreign Trade Treaties

While business has moved on even keel in the last year we should not ignore developments abroad and events at home that may profoundly affect our condition. We have noted with sustained interest the spread of cartel and industrial combinations across the frontiers of Europe, until nearly every product with which we have to compete has been brought under some form of centralized operation. So long as these huge undertakings were carried on by private interests we had no legitimate complaint, although we might reflect upon the tremendous opportunities for advantage in their laws as contrasted with our own. But recent dispaches report negotiations under way for execution of trade treaties among these nations which have for their purpose the perfection of the cartel and the elimination of America as a vital factor in their commerce and in the markets of the world.

These engagements between European governments, it is reported, contemplate a basis of exchange of commodities highly favorable to their respective nationals and rendered more favorable by exclusion of all countries not parties to the undertakings. Preferred terms for exchange of one another's products, while maintaining higher levels and imposing onerous conditions against the commerce of the United States, constitute discrimination of the most flagrant character and we shall expect our government to take such steps as are practicable to defend our interests. Fortunately, we are in good circumstance to meet the issue. Equal treatment to all nations is the traditional policy of the United States. Our tariffs apply on goods and products—they are never aimed at any nation. We enter no complaint against the tariff policy of other countries, but we insist that we shall receive the same equal treatment we accord to others. It is to be hoped that recourse to the retaliatory provisions of our tariff act will not be necessary, but if occasion arises for their application we believe there should be no hesitation in calling them into action.

Container Committees and Bureau of Explosives

The association's technical committees on containers, carboys, steel barrels and drums, tankcars, and special packages used in the transportation of our products, constitute a working field laboratory for the testing of new devices and improvements continually coming on the market, while at the same time are watchful of our interests in transactions with the several railroad committees and the Interstate Commerce Commission. The benefits accruing from their labors are shared by all members and by the industry generally.

While these committees ever keep to the front considerations of safety in handling and transportation, they also have the viewpoint of the practical manufacturer and guard against undue and unnecessary expense in substituting new devices for equipment that still is capable of rendering some years of service. A notable case of this watchful attitude on the part of our committee arising in the year under review affected the continuance in service to tankcars equipped with headblock anchorage. The effective date for abolishing this form of equipment has been advanced on representation of our association to January 1, 1931, and an effort will be made to secure further extension to 1935. This one order affects 883 cars, representing an investment conservatively estimated at more than $4,000,000. At our suggestion fertilizer manufacturers having an ownership of about 100 cars are to join in the application.

The success of our efforts and co-operation with the Bureau of Explosives is attested by that organization in its annual report for the year 1928, from which the following is quoted:—

> The record for acids and other corrosive liquids shows a slight advantage for 1928, except that three more injuries were suffered than in 1927. Of the 17 injuries noted for 1928, many were burns due to acid splashing out of supposedly empty carboys! The bureau is constantly carrying on a campaign of education in this respect, but there are still many shippers who, usually through ignorance of the regulations, combined with a shortage of common sense, make no allowance for these accidents. In some cases amounts of acid up to several gallons have been found in carboys supposed to be empty. In addition to trying to reach the shippers, the bureau is endeavoring to teach the railroad employee who handles the carboys how to handle them to avoid the chance of injury.

The paragraph on nitric acid reads:—

> If we were to indulge in elation over a decrease in loss figures, the drop in nitric acid fires from $2,443 in 1927 to $45 in 1928 would give us reason. It is indeed fortunate that the 1928 loss was so small, for all of the 3 fires were in packages which did not comply with the I. C. C. regulations.

The record in regard to transportation of poisonous materials is exceptionally gratifying. Under this heading the report reads:—

> The proportion of property loss charged to these commodities, 0.067 percent, is so small, with no deaths or injuries, that we may be inclined to lose sight of the deadly nature of some of these commodities. They must be packed and handled with care. When such care is used the handling hazard appears to be very small.

Tankcar Committee

The activities of the tankcar committee during the year were directed largely to the proposed general revision of the Interstate Commerce Commission regulations governing the transportation of explosives and other dangerous articles, and all specifications for tanks to be used on, or to form part of a car, when used for transportation of products covered by these regulations. This work was exhaustive in nature, but is now virtually completed. From information available it is believed that public hearing before the Interstate Commerce Commission will be held about July, 1929, after which the usual order should be forthcoming, making the new regulations and specifications effective during the latter part of this year.

Steel rubber-lined tankcars placed in service beginning in 1924 for shipments of muriatic acid and other products not affecting the rubber have so far proved very satisfactory. At the present time close to 100 of these cars are in use. A more detailed specification covering this type of car has been found necessary to provide uniformity of construction by the various rubber companies and this specification is included in the proposed general revision.

The present specification for I.C.C. 103-C tankcar tanks for nitric acid shipments has not been found entirely satisfactory as tanks since built involved certain characteristics of metal and construction which call for further consideration by the committee.

The proposed specifications covering all other types of tanks involve numerous changes which, so far as known, meet the desires of the association.

Carboy Committee

The work of this committee during the year has been devoted to experimentation designed to improve the strength and serviceability of bottle and package. After many months of practical tests specifications have been recommended for an asbestos gasket which will greatly improve the carboy seal.

With a view of effecting economies through simplification in sizes the committee has recommended adoption of three types of carboy bottles described as follows, and your exectuive committee has approved the recommendation:—

1. 16" Dia. 13 Gallon Carboy Bottle, Grasselli Model, Mold No. 4.
2. 14½" Dia. Bottle, 12 Gallon Capacity, General Chemical Model, Mold No. 1.
3. 14⅝" Dia. Bottle, 13 Gallon Capacity, Merrimac Chemical Co. Model.

Before giving approval to the foregoing recommendation your committee canvassed the membership in order to avoid the chance of ruling out any type in general use by our members. Response to the questionnaire indicated agreement with the proposal.

Studies are now in progress by this committee to develop improved methods of loading and bracing in carload shipments.

Steel Barrels and Drums Committee

In the proposed revision of regulations under consideration by the Bureau of Explosives this committee has worked in co-operation with barrel and drum manufacturers and has subjected to practical field service tests all new types of containers submitted.

Their recommendations during the year which have been approved by your executive committee and are now awaiting action by the Interstate Commerce Commission include approval of use of rubber-lined drums and tankcars for shipment of hydrofluoric and hydrofluosilicic acids.

Within recent years metal manufacturers have been devoting a great deal of attention to development of alloys with acid resisting qualities that might prove serviceable for transportation of our products. At the present time this committee has in service samples of high chrome iron drums for nitric acid shipments. This work necessarily takes time as it is advisable that thorough tests be made before approval is voted.

Committee on Poisonous Articles and Miscellaneous Packages

Intensive study has been given to all changes in the regulations and specifications affecting miscellaneous packages and containers for the transportation of poisonous articles proposed by the Bureau of Explosives, this committee working in close co-operation with the bureau. At the present time investigations are under way involving certain packages not now covered by the regulations.

Traffic Committee

Our industry being on such a highly competitive basis presents relatively few cases for concerted association action. It is only when a general classification ruling affecting a commodity in a given territory or issuance of a freight tariff general in its application that the association can function for all its members. When, however, such cases arise they are of major importance.

The most important case before this committee continues to be a proposal in what is known as the Southwestern Cases to cancel the exception in the rating of one-half of fourth class on empty containers returned, raising such containers to the full fourth class rate. This rating was published in a tariff effective July 8, 1928, and our association, joining with others, filed a petition with the Interstate Commerce Commission for investigation and suspension of the tariff. Our petition was granted and the tariff was suspended. Hearings have been conducted at various places in the Southwest, at which we were adequately represented While the outcome of the cases would be of small consequence to our industry in view of the relatively slight movement in the territory, it is important that the cases be vigorously prosecuted because of the principle involved. Our representatives are accordingly contending that the return trip of the containers should be considered as an inseparable part of the outgoing shipment and should be classified for rating purposes accordingly.

A proposal that muriatic acid returned in tankcars under conditions of section 6 of rule 25 should be subject to the same less-than-carload rating as applies on nitrating acids in barrels, was successfully resisted at the hearing before the consolidated clasification committee on July 10, 1928, and muriatic acid now bears the carload rating, such as applies to other acids returned in tankcars. At the same hearing a proposal to increase the rating on muriatic acid in carboys from fifth class to fourth class was opposed, and later word came that the proposal had been withdrawn.

Chemical Advisory Committee to Department of Commerce

The Chemical Advisory Committee to the Department of Commerce, which functioned during the last few years that Mr. Hoover presided over the department, has been continued at the request of his successor, Secretary Lamont, and a conference was held with the secretary a month ago, during which various projects of interest to the industry were discussed.

We are happy to report that Secretary Lamont is in hearty sympathy with the policies inaugurated by his predecessor insofar as they affect our industry, and, while announcement of plans for the future would at this time be premature, we can give assurance that the next annual conference of the chemical industry with the department will present features of unusual interest.

National Fire Protection Association

Our association accepted membership in the National Fire Protection Association during the year, and we are represented by H. L. Miner, of the E. I. duPont de Nemours & Co., on its committee on hazardous chemicals and explosives. It will be recalled that our association cooperated with this committee in the drafting of the table of common hazardous chemicals, which since has been adopted by the association.

It is the feeling of your executive committee that membership in this organization offers opportunities for real service to the chemical industry. In communications received from its officers we are invited to call upon them for assistance in any of our problems involving fire hazard.

Atlantic States Shippers' Advisory Board

The regional shippers' advisory boards, working in co-operation with transportation executives of carriers in all parts of the country, have won a secure place for themselves in our economic and industrial scheme, and we have continued to give support to the Atlantic States Shippers' Board, in which territory the major volume of our traffic moves. Our secretary is chairman of the chemical committee, which is made up of traffic representatives of a dozen of our member companies.

Transportation service in the matter of car supply and dispatch of movement has been uniformly satisfactory so that only a few matters of minor importance have required attention of the board. These related to several cases of delay caused by accidents necessitating repairs to equipment and failure of the carriers to notify the shippers with reasonable promptness. When these complaints were brought to the attention of railroad representatives they issued orders effective at the principal junction points to give special attention to our private equipment, and we are glad to report this cause of complaint is now removed.

Commercial Arbitration Legislation

Our association has given its approval to the movement for settlement of commercial disputes by arbitration and has endorsed the draft of a bill for State arbitration acts drawn by the American Arbitration Association. There already is a federal law, the United States arbitration act, effective January 1, 1926, and since that time arbitration laws have been passed by California (1927), Pennsylvania (1927), Louisiana (1928), Arizona (1929), Connecticut (1929), New Hampshire (1929), and Rhode Island (1929). Previously New York (1920), New Jersey (1923), and Massachusetts (1925), had enacted similar legislation.

Increase in Membership

The year immediately behind us has been one of the most successful in the history of the association. Through the energy of our membership committee, H. L. Derby, Philip Schleussner, and George W. Merck, there have been added to our rolls since the last annual meeting twenty-four companies, and they have others in mind to whom invitation to join will be extended. Our association now is truly representative of the chemical industry, including in its membership every branch of chemical manufacturing. There are still, undoubtedly, some companies that should be enrolled with us and bespeak the active co-operation of all members in the work of our committee. It will be greatly arpreciated if members will hand to Mr. Derby the names of chemical companies of their acquaintance who they believe will make desirable members of the association. The value of a well-rounded organization to represent our industry repeatedly has been demonstrated. It is but natural that when the industry speaks with one voice its message carries greater weight.

In closing your executive committee acknowledges with grateful appreciation the helpful co-operation of the membership in the several undertakings of the last year. Services of the personnel of our technical committee, including time and travel expense, have been contributed by member companies without charge on our treasury, and the results of their labors have been shared by all.

Your committee leaves as its parting word the suggestion that full use be made of the services of the Washington office, not only while tariff revision is under way, but during the year around. It is not too much to say that our association is known, and favorably, in every department and bureau in Washington which might contact with the chemical industry. We can offer no more sincere word of welcome to our new members than to express the hope that they will avail themselves of these facilities.

Tariff and Industry

Tracing the development of tariff protection for organic chemicals from the conditions prevailing prior to the introduction of the Hill bill in 1916, Representative John Q. Tilson of Connecticut, majority leader in the house, declared that the chemical industry most clearly deserves protection because it most widely serves mankind and the nation. Under the inducement of the tariff protection, a dye industry has grown up in the United States, he said, which assures the independence of the industries which, a few years ago, were compelled to get their colors from abroad and obliged to beg for them in the emergency of war.

Mr. Tilson spoke at the joint banquet, Thursday evening.

Bigness in business should not be discouraged, Mr. Tilson said. It is not, in itself, a menace. Business, in his belief, is nothing more than the making of a living, and for this reason it should have all possible support of government. The government should not go into business, in the usual sense of the word, its business being solely to govern. That which private enterprise can do, he declared, the government should not undertake to do. Business methods are not for government, its functions are not adaptable to business rules. But, he insisted, the government should be sufficiently business-like in its methods to prevent waste, to refrain from too rapid expansion of work by bureau and commission.

Business needs government, and government needs business, said the congressman. Both should cultivate the closest relationships of a sort that are mutually helpful. The tariff being the point at which business and government most intimately comes into contact, tariff making, he said, should be undertaken with the full assistance of business. Business should be reasonable in its demands and fully informative in respect to its desires. Congress wants to give business the help which will be best for business, said Mr. Tilson. To do this, it must have the working partnership of business men.

Following his address, Mr. Tilson answered a number of questions which he had invited from his audience. He made it particularly plain that he was opposed to unnecessary delay in the considering of tariff revision. He urged that discrepancies in the pending bill (several were mentioned from the floor) be laid before the Senate Committee on Finance which now has the bill under consideration.

Entertainment Features

Aside from the banquet, golf was the chief item of interest outside the business meetings of the Chemical Manufacturers' Association. Golf was the chief item in the outing of the Synthetic Organic Chemical Manufacturers' Association.

For golf and at the banquet, the visitors were the guests of the Atlas Powder Company, E. I. duPont de Nemours & Co., the Grasselli Chemical Company and the Hercules Powder Company. The committee representing the hosts consisted of Dr. Charles L. Reese, chairman; T. W. Bacchus, Isaac Fogg, J. Warren Kinsman, E. W. Waynard, G. M. Norman, and E. C. Thompson. The golfing was supervised by E. G. Robinson.

About 165 persons attended the banquet, which was held at the Wilmington Country Club. Dr. Charles L. Reese was toastmaster. J. T. Skelly presented the prizes (sterling silver vases) to the winners in the S. O. C. M. A. golf tournament.

Golfers had the privilege of the course at the Wilmington Country Club, the Concord Country Club, and the duPont Country Club, Thursday and Friday. At the Wilmington Club, luncheon was provided on both days, and at the Concord Club today. The tournament of the Synthetic Organic Chemical Manufacturers' Association was held at the Wilmington Country Club Thursday afternoon. The winners were as follows:—

Low net, J. L. Schroeder, 90-27-63.
Second low net, A. N. Taylor, 83-16-67.
Low gross, Ferdinand La Motte, jr., 80.

Opportunity to play tennis was offered through arrangements with the Wilmington and duPont clubs. No formal event was scheduled.

For the less athletically inclined there was a motor trip Thursday afternoon to the Longwood Gardens and conservatory of Pierre S. duPont. Many took this delightful trip and enjoyed the beauty of Longwood which is a show-place with few peers in the world.

The Fry Drug Company, Portland, Ore., has changed its name to Mutual Wholesale Drug, Inc. There was no change in personnel or management.

William Mueller, Eastern sales manager for the Commercial Solvents Corporation, spent the latter part of last week at Wilmington, Del., in attendance at the meeting of the Synthetic Organic Chemical Manufacturers' Association.

The new plant of the Industrial Rayon Corporation, Covington, Va., is rapidly nearing completion, and indications are that it will begin operations early next month. Full capacity, however, will not be attained until next December.

The Interstate Commerce Commission has relieved shipments of ammoniacal gas liquor from Hopewell, Va., to destinations in Southern territory from the long-and-short-haul clause of the fourth section of the interstate commerce act on the same basis as other fertilizer materials in the South.

Fertilizer Materials

Inter-Seasonal Quiet Prevails in All Quarters —Ammoniate Price Trend Downward —Fish Scrap of Interest

The absence of buying interest in the market for fertilizer raw materials was more pronounced last week. The turn of the month officially closed the active season and the market settled into the characteristically dull state that it usually occupies at this time of the year. The price trend was generally downward, but was checked in its extent, due to a change in the attitude held by some sellers who for the past few weeks had been lowering the market in order to activate the movement of their standing supplies before the close of the buying season. As it was too early for forward buying interest to develop in substance, the local factors were chiefly concerned in the annual meeting of the National Fertilizer Association which opened in New London today.

The general price easiness witnessed in the East during the week was not reflected in the Chicago ammoniate market, notwithstanding a reduction in the price of dried blood. A fair demand for some of the items in this group emanated from the cattle and poultry feeding interests, and sellers there did not encounter a great deal of difficulty in holding the market. This condition was particularly evidenced in the tankage market, which has been remarkably steady, with few exceptions, for the past few weeks. It was reported to some of the sellers that ground tankage was being shipped into Chicago from the outside market. Whether or not this was a temporary condition could not be determined. Dried fish scrap was again the subject of much interest over the week. While menhaden fishing in the Chesapeake Bay section would not begin until June 18, the large volume of offerings from North Carolina and Florida indicated that the season's catch would be heavy. The outlook for the season was none too strong and, despite the fact that current prices were radically below those of last year, sellers expected a lower market to come and buyers were reticent to display any signs of interest, in anticipation of more favorable prices later in the month. Chilean nitrate was quiet and prices were still quoted at their previous levels, although the market was more or less in a nominal position, due to the lack of interest shown by purchasers. There have been no further indications regarding the release of the new price schedule for the coming season, but sellers on the local market expected it to be announced momentarily. Domestic hoofmeal, South American tankage, ground fish scrap and Chicago blood constituted the price changes in the ammoniate group, and all were downward. Potashes were within feature other than heavy bookings for delivery to extend over the coming season. Steamed bone meal and imported raw bones comprised the only other alterations in either price or market position for the week.

Current prices on fertilizer materials are listed in the alphabetical arrangement of current market quotations beginning on page 5.

Price Changes

Prices were changed during the past week as follows:—

Advanced	Reduced
Bone, raw, imported, 50c. a ton	Blood, ground, Chicago, 25c. a unit
	Bone meal, domestic, $1 a ton
	Fish scrap, ground, Baltimore, $5 a ton
	Hoofmeal, domestic, 25c. a unit-ton
	Tankage, imported, 50c. a unit

Comparative Values

Index numbers compiled from four typical fertilizer materials on the basis of a normal of 100 for August 1, 1914, compare as follows:—

Last week.	Prev. week.	Last month.	Last year.
96.7	96.7	98.2	101.2

Price changes made Saturday up to noon and other last-minute market developments are reported on page 2.

Ammoniates

Nitrate of Soda.—Quiet prevailed in the market last week. Prices for Chilean material were held at $2.17½ to $2.20½ per 100 pounds, but displayed interest was confined to minimum proportions. The few inquiries that reached the local market were late fill-in orders and for top and side dressing use. As stated a week ago, the North Carolina cotton district was the only scene of activity, due to the lateness of the season there, as the result of heavy rains and consequent suspension of cotton planting. Otherwise all interest was centered in the release of the new price schedule for the coming season. No further news has been heard from Chile and the local factors were making daily inquiries with their principals in anticipation of the announcement. Some sellers did not expect the new schedule until later in the summer, as in the case of last year. The market for synthetic nitrate was unchanged and movement of materials into consumers' hands tapered with the close of the season.

Ammonium Sulphate.—Price easiness was the dominant feature of the market. Buying activity was considerably moderated with the turn of the month and current demand was chiefly for export materials. The call from this source was also spotty. Surface prices for domestic material were held at their established levels of $2.25 per 100 pounds in the North and $2.30 per 100 pounds in the South. It was not doubted that these quotations could be shaded without difficulty, particularly in the South, where resellers were offering materials at $2.25 per 100 pounds, and lower in the case of some who were heavily supplied and feared a carryover. The export demand was spasmodic but heavier than the current domestic demand. Most of the recent activity has been centered in the Far East. No change was reported in the London market from £9 17s. 6d. per ton for prompt shipment, f.o.b. U.K. ports.

Blood.—The local market declined late last week to $4 per unit, representing a reduction of 25c. per unit. Demand was poor and the decline was caused by the accumulation of stocks and competition among the sellers for business that appeared late last week. The Chicago market was also reduced 25c. per unit and current quotations ranged from $4.25 to $4.35 per unit. Some sellers were quoting as high as $4.40 per unit, but it was believed that most sales were registered at $4.25 per unit. The Chicago market was in a much firmer state than the Eastern market, due to a betterment of interest among the cattle and poultry feeding interests. Stocks were plentiful. Prices for imported material were held at $4.25 per unit, but in view of the condition of the domestic market, very little response was shown by the consuming interests.

Fish Scrap.—A reduction in the price of ground material in anticipation of heavier offerings and replacement supplies, constituted the only change in prices. Dried material was still quoted on the basis of $4 and 10c. per unit-ton, but was none too strong. Menhaden fishing in the Chesapeake Bay district was prohibited until June 18, but the fishing interests were active further down the Atlantic Coast. Current operations were being conducted off North Carolina and offerings there and in Florida were of large proportions. Buyers were reluctant to show any interest of a buying nature and only a few contracts were entered, subject to a "when and if caught" stipulation. Despite the fact that the market was 75c. per unit below last year, lower prices were expected when fishing commenced in Maryland.

Hoofmeal.—Domestic material was reduced 25c. per unit-ton during the week. The market was another of those affected by the close of the season and offerings were currently quoted at $3.50 per unit-ton, f.o.b. Chicago. Importers' quotations were unchanged at $3.75 per unit-ton, but it was believed that lower prices could be obtained. Buying was lacking in all directions and even at the new price level the market was still soft.

Nitrogenous Materials.—Interest eased off during the week, but failed to produce any change in the price of $3.65 per unit-ton for both spot and forward delivery. There were a few outside quotations of $3.75 per unit-ton, but all local factors were willing to do $3.65 and possibly lower in some quarters.

Tankage.—Was again steady in the East and prices were held without change. Strength was the feature of the Chicago market due to increased activity among the cattle and poultry feedings interests. While the available supply was considered ample according to the estimates of most sell-

Barrett Standard
AMMONIA LIQUOR
SULPHATE of AMMONIA
ARCADIAN* SULPHATE of AMMONIA
*Reg. U. S. Pat. Off.
The Barrett Company
Ammonia-Benzol Department
40 Rector Street, New York, N. Y.

The Davison Chemical Company
Established 1826
SULPHURIC ACID
50° 60° 66°
ACID PHOSPHATE
SUPERPHOSPHATE
DOUBLE SUPERPHOSPHATE
Main Office—Garrett Building
BALTIMORE MARYLAND

Chilean Nitrate of Soda
EDUCATIONAL BUREAU
57 William Street,
New York, N. Y.

SULPHUR
100% PURE
Roll Brimstone
Refined Flour
Sublimed Flowers of
99½% PURE
Commercial Flour
Superfine Commercial Flour
SULPHURIC ACID
SOUTHERN ACID & SULPHUR COMPANY, Inc.
RIALTO BUILDING ST. LOUIS

SYNTHETIC NITROGEN COMPOUNDS
Ammonium Chloride
Ammonium Bicarbonate
Ammonium Carbonate
Ammonium Nitrate
Potassium Nitrate
Sodium Nitrate
Sodium Nitrite
Sal Ammoniac
Urea A
KUTTROFF, PICKHARDT & Co., Inc.
1150 Broadway, New York, N. Y.

K2O
United States Distributors of European Potash Salts
Muriate of Potash
80-85% KCl
Sulphate of Potash
90-95% K_2SO_4
Sulphate of Potash-Magnesia
48-53% K_2SO_4
Manure Salts
30% K_2O
High Grade Kainit (Manure Salts)
20% K_2O
Kainit
14% K_2O
Kainit
12.4% K_2O
N. V. POTASH EXPORT MY.
OF AMSTERDAM, HOLLAND
New York Offices: 19 West 44th Street
Hurt Building ATLANTA, GA.
Lampton Building JACKSON, MISS.
1st Nat'l Bank Bldg. BALTIMORE, MD.
McCormick Bldg. CHICAGO, ILL.
Pacific Coast Representatives: Wilson and George Meyer & Co., 601 Federal Reserve Bank Bldg., San Francisco, California

ers, it was reported in one quarter that ground material was being shipped into Chicago from outside markets and conditions there indicated higher prices. Interest among the fertilizer mixers was lacking and the cause for the increased feeding interest could not be determined. A decline of 50c. per unit in the price of South American material was the only price change of the week and offerings were quoted at $4.25 and 10c. unit-ton by virtue of the price reductions in the domestic market during the past month. Little buying interest was registered for this variety.

Potashes

Current movement of materials was confined to contract commitments for delivery in equal monthly quantities. The Southern market was the only scene of heavy consumption activities. Top and side dressings resulted in a good demand there and according to the sellers, the demand was heavier than in previous years due to the increased usage of potash salts in combination with other ammoniates for dressing materials. Contract bookings were of expected size. The turn of the month brought a good portion of outstanding contracts into the sellers' hands and current orders were being accepted on the basis of a discount of 7 percent as compared with 8 percent and 9 percent for orders placed prior to June 1.

Phosphates

An advance in the price of imported raw bone and a decline in domestic bone meal were the feature developments of an otherwise quiet market. The rise in the price of South American bone came as the result of the turn of the season in the primary market, but the move failed to arouse other than ordinary interests among the consumers here. Steamed bone meal was lower in the East, due to tapering demand and consequent increased offerings. Phosphate rock and superphosphate were without change of buying interest.

Superphosphate. — Prices were unchanged in all quarters. The demand dwindled with the close of the season and despite heavy producing activities producers were disinclined to alter their quotations of $10.00 per ton for the regular run material and $10.50 per ton for guaranteed.

Bone Materials.—Importers of raw bones advanced their quotations to $37.50 per ton, but were still quoting far below the domestic market. The change was motivated by the turn of the season in the Argentines and aroused but little interest among the consuming trade, which was dull and colorless. Steamed bone meal was lower in the domestic market to $34 per ton, representing a decline of $1 per ton, but importers were still able to shade the domestic price scale and little business was done in either. The Chicago market passed the week without change.

Phosphate Rock.—There was not much activity in the market. Contract bookings were termed as fair by the local sellers, but the movement of materials into buyers' hands was moderated since the passing of the active shipping season at the beginning of the month. Production activities at the mines were under control and no change in conditions was expected.

Sulphur and Pyrites

The general good movement of sulphur was maintained at its past rate and prices were unchanged and no change was expected for some time to come. New drillings were reported in Louisiana, but otherwise surrounding conditions at the producing bases were unchanged. Pyrites proceeded in desultory fashion without change in price.

Chicago Fertilizer Market

CHICAGO, June 6, 1929.

Price changes in the Chicago market again were of nominal nature, although the bulk of slight price modifications seemed to be on the up-side. Buying was limited to routine character, and there was little open activity. Some of the buyers were paying a little more money for high grade blood, and liquid stick seemed to some extent a little harder. The bone materials were not much changed. Prices on hard pressed cracklings reflected some minor improvement in that division.

Ruling prices were:—

BLOOD (per unit of ammonia)—High grade, ground and unground, $4.40 to $4.60; suitable for feeding, 11 to 12 percent, extra good, $4.75; plain to good, $4.50 to $4.60.

TANKAGE (per unit of ammonia)—High grade, ground, $3.75; unground, $3.10 to $3.25; hoof meal, $3.50; unground bone tankage, per ton, $24 to $25; liquid stick, $3.50 to $3.75.

BONE MATERIALS (per ton)—Ground, steamed bone, $28.50 to $30; unground, steamed bone, $26.50 to $27; raw bone meal, $35 to $45; cattle jaws, skulls and knuckles, $42 to $43.50; grinding hoofs, pigs' toes and waste horn materials, $45 to $48; rejected manufacturing bones, $45 to $50; junk and hotel kitchen bones, $27 to $28; pork cracklings, soft pressed, $70 to $72.50; beef cracklings, soft pressed, $50 to $55; hard pressed cracklings, per unit of protein, $1 to $1.05.

GARBAGE TANKAGE (per ton)—$5 to $6, nominal.

Atlanta Fertilizer Market

ATLANTA, June 6, 1929.

Between season dullness has made the fertilizer material market nominal. Some few sales of nitrogenous top-dressings are being made which may be slighty increased as the cotton season advances. Attention is turning to the market for future deliveries, but buying interest in a large portion of future supplies is not likely to develop until the cotton crop is more fully developed.

The convention of the National Fertilizer Association at New London, Conn., has always been an opportunity for fertilizer manufacturers and fertilizer dealers to make contacts and discuss the future market, and most factors in this section are attending.

The quotations of the Atlanta market are as follows:—

SUPERPHOSPHATE — $11.46 per ton, Atlanta basis.

NITRATE OF SODA—$2.20 per 100 at ports, immediate deliveries.

SULPHATE OF AMMONIA — $46 to $46.50 per ton, Southeastern points.

AMMONIUM SULPHATE-NITRATE—$60.45 per ton at ports.

CALCIUM NITRATE—$43 per ton at ports.

COTTONSEED MEAL—7 percent meal, $31 to $32 per ton, mill points.

TANKAGE—South American, $4.75 per unit ammonia and 10c. B.P.L. at ports.

BLOOD — South American, $4.75 per unit ammonia at ports.

FISH—Herring meal, $4.50 and 10c.; acid fish, $4 and 50c. at ports.

POTASH—At importers' price schedule.

Baltimore Fertilizer Market

BALTIMORE, June 6, 1929.

The last week has brought no change of importance into the market for crude fertilizer materials here. If anything, the situation is quieter than before, with the movement of mixtures still more reduced as the shipping season approaches the end. The tendency to hold back is further encouraged by the price cutting that reasserted itself unmistakably during the latter part of the shipping season and that narrowed profit margins materially. For the time being, however, the quotations on crudes are largely nominal. No important changes are to be noted, but potential buyers cannot be interested in tenders, and this is having some effect upon the level of values. A sagging tendency is to be noted in the market, but no important declines have taken place. As to the requirements for next season much uncertainty prevails, and some clearing of the atmosphere is awaited before the manufacturers again engage in important commitments as to crude materials.

The prevailing quotations are as follows:—

FISH SCRAP.—With all the supplies from the herring season disposed of and with the menhaden fishing period still two weeks off, there is none of this material in the market, the fishing companies down the Chesapeake Bay so far refrained from booking orders.

TANKAGE.—A sale of low grade material has been made during the last week at $3.70 and 10 per unit, c.a.f. basis Baltimore. The higher grade stocks are held around $4.50 and 10, which is a slight decline as compared with the nominal price named during most of the season.

BLOOD.—The demand for this ammoniate for fertilizer purposes is almost nil, but the demand for feed appears to suffice for taking up the stocks offered, so that there is an absence of congestion, with the prevailing figures mentioned still around $5 per unit.

SUPERPHOSPHATE.—Like other divisions of the market, uneventfulness prevails in this part of the trade, with the nominal quotations of the producers unchanged at $9.60 per ton for run of pile and at $10.10 per ton for 16 percent.

NITROGENOUS MATERIAL.—The latest figures on this material are stated to be $3.60 per unit for June and July shipment, with July to February business booked on the basis of $3.65, and with the movement just now very moderate.

GARBAGE TANKAGE.—The prices generally mentioned are around $3.75 to $3.85, 10 and 70 per unit, with the movement restricted as in other divisions of the market at this time, when the requirements of the consumers are almost at the lowest ebb.

SULPHATE OF AMMONIA.—The business done in this material reflects in a way the general status of crudes at the present time, with the prevailing price mentioned about $45 per ton.

POTASH.—There is an absence of developments of note in this division of the crude material market, with the requirements of the manufacturers of mixtures just now small, and with the quotations held at the lists of the foreign syndicates, which are the same for all of the Atlantic ports.

BONE.—The market for this ammoniate reflects the conditions to be noted elsewhere, with the wants of users not large, and with the holders indisposed to push stocks upon an unreceptive market. The figures quoted range from $27 to $32 for 3 and 50 ground steamed and from $35 to $38 for 4½ and 50 ground raw stocks, according to quality.

Fertilizer Exports of U. S.

Exports of fertilizer materials from the United States which in 1928 amounted to 1,213,900 tons were shipped almost entirely to three sections of the world, Europe, North America and Asia. South America, Oceania and Africa figured in the trade to a negligible extent. The following table shows the percentage distribution of the 1928 United States fertilizer export tonnage by grand divisions:—

	Europe.
Sulphate of ammonia	*
Other nitrogenous materials	22.6
High-grade hard phosphate rock	93.2
Land pebble and other phosphate rock	73.8
Superphosphates	1.5
Prepared fertilizer mixtures	1.8
Other fertilizers	6.4
	56.9

* Less than one percent.

North America.	South America.	Asia.	Oceania.	Africa.
8.4	*	88.8	*	1.8
50.3	*	26.7	....	....
3.8	....	3.0	....	....
3.8	....	22.4	....	....
91.2	2.4	4.6	....	*
90.5	*	7.0	*	*
42.3	*	49.5	*	1.2
15.9	*	26.7	*	*

Aluminum Salts in 1928

The production of aluminum salts in the United States in 1928 totaled 386,905 short tons, valued at $13,990,264, an increase of 8,135 tons, or 2 percent, in quantity, but a decrease of $298,166, or 2 percent, in total value compared with 1927, according to a statement of the United States Bureau of Mines, Department of Commerce.

Manufacturers of aluminum salts consumed, in 1928, 83,067 long tons of domestic bauxite and 58,243 tons of imported bauxite, a total of 141,310 tons, valued at $1,842,224 at consuming works. There were also consumed 458 tons of alumina and 5,158 tons of aluminum hydrate in the manufacture of other salts.

Exports of aluminum sulphate from the United States in 1928 were 22,713 short tons, valued at $552,342.

Details of 1928 production follow:—

Alum—	Number of producers reporting.	Short tons.	Value.
Ammonia	6	5,018	$292,767
Soda	3	15,718	845,709
Aluminum chloride—			
Liquid	4	2,403	126,236
Crystal	3	372	44,644
Anhydrous	3	13,995	3,708,094
Aluminum sulphate—			
Commercial—			
General	12	311,775	7,538,084
Municipal	6	8,444	152,373
Iron-free	7	23,946	820,945
*Other aluminum salts	6	5,240	461,412
Totals	..	386,905	$13,990,264

* Two producers each of potash alum, alumina and sodium aluminate.

Bids and Awards

Bids Wanted

Chlorine

Purchasing and Contracting Officer, Langley Field

Bids are wanted June 12, circular 3, by the purchasing and contracting officer, quartermaster corps, Langley Field, Va., for 6,000 pounds of liquid chlorine.

Distillate Oil

United States Engineering Office, Memphis

Bids are wanted June 10, circular 353, by the United States engineer office, Memphis, Tenn., for 8,000 gallons of distillate oil.

Gasoline

Contracting Officer, Air Corps, Wright Field

Bids are wanted June 17, circular 309, by the office of contracting officer, material division, air corps, Wright Field, Ohio, for a large quantity of aviation gasoline.

Quartermaster Depot, Chicago

Bids are wanted June 13, circular 180, by the quartermaster depot, Chicago, for 29,500 gallons of motor gasoline.

United States Engineering Officer, Mobile

Bids are wanted June 10, circular 1062, by the United States engineer office, Mobile, Ala., for grease, oils, gasoline, kerosene, etc.

Contracting Officer, Air Corps, Wright Field

Bids are wanted June 17, circular 380, by the office of contracting officer, material division, air corps, Wright Field, Ohio, for 39,000 gallons of aviation gasoline.

Grease and Oils

Commanding Officer, Raritan Arsenal

Bids are wanted June 12, circular 152, by the commanding officer, Raritan Arsenal, N. J., for 15,000 pounds of lubricating cup grease, 100 gallons of lard oil and 1,000 quarts of lubricating oil.

Nitric Acid

Government Printing Office, Washington

Bids are wanted June 12 by the purchasing agent, government printing office, Washington, for 1,980 pounds of nitric acid.

Paint Raw Materials

Quartermaster, Carlisle Barracks, Pa.

Bids are wanted June 13, circular 76, by the quartermaster, Carlisle Barracks, Pa., for 15 gallons bronzing liquid, 10 gallons Japan drier, 6 barrels linseed oil, 150 pounds putty, 2 barrels turpentine, 50 pounds vermilion, and 6,000 pounds white lead.

Titanium Tetrachloride

Chemical Warfare Service, Edgewood Arsenal

Bids are wanted June 15, circular 152, by the chemical warfare service, Edgewood Arsenal, Md., for 67,500 pounds of titanium tetrachloride.

Quinine Sulphate

Medical Section, N. Y. General Depot, Brooklyn

Bids are wanted June 17, circular 93, by the purchasing and contracting officer, medical section, New York general depot, Brooklyn, for 10,000 bottles of quinine sulphate.

Contracts Awarded

Acetylene

Staten Island Lighthouse Service

Brooklyn navy yard, Brooklyn, 180,000 cubic feet of acetylene gas, $170.

Bismuth Subnitrate

Veterans' Bureau, Washington

E. R. Squibb & Sons, Brooklyn, 20 bottles of bismuth subnitrate, $160.

Calcium Chloride

Quartermaster, Fort Humphreys, Va.

H. H. Rosenthal Company, New York, 30 tons of calcium chloride, $27.55 per ton, less 1 percent.

Castor Oil

Government Printing Office, Washington

Baker Castor Oil Company, New York, 8,500 pounds of castor oil, $1,116.25.

Ether

Veterans' Bureau, Washington

E. R. Squibb & Sons, New York, 3,000 tins of ether, $315, less 2 percent.

Ferrocyanide Blue

Government Printing Office, Washington

John Lucas & Co., Philadelphia, 1,500 pounds of ferrocyanide blue, $427.50.

Fuel Oil

Quartermaster, Fort Mason

Richfield Oil Company, Los Angeles, 40,615 barrels of fuel oil, bunker B, 89c. per barrel.

Engineer, Galveston, Texas

Triangle Oil Company, Galveston, fuel oil, $1.50 per barrel.

Gasoline

Quartermaster Depot, Baltimore

Standard Oil Company of New Jersey, New York, 14,000 gallons of gasoline, 10.13c. per gallon, less 1 percent 10 days.

Rock Island Arsenal, Ill.

Sinclair Refining Company, 10,000 gallons of motor gasoline, 10.09c. a gallon.

Glycerin

Veterans' Bureau, Washington

Colgate-Palmolive-Peet Company, 74 tins of glycerin, $592.

Hexachlorethane

Chemical Warfare Service, Edgewood Arsenal

Jungmann & Co., New York, 5,000 pounds of hexachlorethane, 26c. per pound, less 1 percent.

Kerosene

Lighthouse Service, Milwaukee

Standard Oil Company of Indiana, Chicago, kerosene for fiscal year, 12.9c. to 15.1c. a gallon.

Paraffin Wax

Signal Section, N. Y. G. I., Brooklyn

Smith & Nichols, New York, 2,000 pounds of paraffin wax, $7.25 per 100 pounds, less 1 percent.

Petrolatum

Veterans' Bureau, Washington

Stanco Distributors, New York, 180 tins of liquid petrolatum, $687.90.

Road Oil

Chemical Warfare Service, Edgewood Arsenal

The Barrett Company, Philadelphia, 12,000 gallons of road oil, 15c. per gallon.

Sulphate of Alumina

Chemical Warfare Service, Edgewood Arsenal

General Chemical Company, Philadelphia, $1.68 per 100 pounds, less 1 percent.

Sulphuric Acid

Springfield Armory, Springfield

Grasselli Chemical Company, New Haven, 15,000 pounds of sulphuric acid, 1.8c. per pound, less 1 percent.

White Color

Naval Aircraft Supplies, Philadelphia

Geo. D. Wetherill & Co., Philadelphia, 2,000 pounds of aircraft white color, 12.45c. per pound.

Coaltar Products

Big Tonnages in Principal Crudes, with Extensive Calls for Benzene, Toluene and Xylene —Intermediates Rule Steady

The continued stability of a majority of the coaltar crudes as well as coaltar acids intermediates and dyes was a subject of special interest during the course of last week's trading. Of feature interest was the continued wide outlet for benzene, toluene and xylene, which, in spite of increased production, were being quite well maintained in all quarters of the trade because of the increased quantities which were going into consumption. Producers of intermediates pointed out that while there had been no worth-while fluctuation in any of the products, the fact was that there had been no seasonal decline whatever in the amount of stock which was being diverted for the account of the dyestuffs industry.

An acute shortage of phenol continued to stand out as a feature of the market. The producers had sold their output ahead through the summer months and the outlook was that spot goods would continue to command substantial premiums until the producers had caught up with deliveries. The call for toluene as well as xylene from lacquer materials manufacturers and from solvents manufacturers in general was along broad and extensive lines, and it was not surprising that goods in the outside markets were consequently commanding premiums. It was hardly to be expected that the high rate of operations which had been seen in the New England cotton and woolen mills or in the silk mills in Passaic County, N. J., could be maintained. However, no complaints were heard from any of the dye manufacturers as to any diminution in the volume of their shipments so far.

The United States Engineer, Memphis, Tenn., will receive bids until June 10 for 8,000 gallons distillate oil.

Current prices on coaltar products are listed in the alphabetical arrangement of current market quotations beginning on page 5.

Price Changes

Prices were changed during the past week as follows:—

Advanced	Reduced
None.	None.

Comparative Values

Index numbers compiled from twenty typical coaltar products on the basis of a normal of 100 for August 1, 1914, compare as follows:—

Last week.	Prev. week.	Last month.	Last year.
127.9	127.9	127.9	125.2

Price changes made on Saturday up to noon and other last-minute market developments are reported on page 2.

Basic Products

Benzene (Benzol).—While first hand quotations for the 90 percent, as well as the pure grades of benzol were substantially unchanged, it was the understanding that rather firmer conditions had developed in some of the outside markets. It was known in a general way that the rather large production was entering consumption in a substantial manner, and that what excess there was was being readily disposed of through the motor benzol outlet. The steel ingot capacity of the Steel Corporation continued well in excess of its rated capacity, with production for the entire steel industry running at the rate of about 95 percent unchanged from the week before and comparing with 96 percent for two weeks ago. A year ago the Steel Corporation was operating at 82½ percent of the rated capacity with independents at 76 percent and the average for the industry about 79 percent. Operations in the iron and steel industry have been at virtual capacity for several months and sufficient orders are on the books to insure a new record for the full half year. There were increasing inquiries for the third quarter and all apprehensions regarding the last half of the year appear to have been removed. There has been a little let-down in production in automobiles in the high priced range, but other metal consuming industries are operating at a high rate. The attending expansion in coke output has not affected the benzol markets in any particular.

Creosote Oil. — Demand for wood preservation purposes was along broad enough lines to lend a tone of firmness to this product last week. It could not be ascertained that any of the marketers had changed their previous price views.

Cresylic Acid.—Recently the British markets had disclosed an easier trend, but there has been no worthwhile fluctuation in the local market. Moderate additional receipts came under review from the United Kingdom markets.

Naphthalene. — The receipt of upwards of 850,000 pounds of the crude from German and British sources was noted with some degree of interest, but this was generally against the contracts which had been placed earlier in the year. The crude product was held quite firm in the British markets, although marketers on this side were not receiving as much for their product. The demand for refined balls and flake continued about normal for this season of the year.

Orthocresol. — Domestic producers were reported to have withdrawn the offers which they had been making at as low as 18c. per pound in drums. Foreign goods were reported to be selling at 29c. per pound, duty paid, in drums of 336 pounds each.

Phenol. — The shortage of material on the spot had not been overcome and the general conditions of the market were, therefore, described as quite firm. In fact, it was doubtful if spot goods could be secured at much better than 16c. per pound.

Tar Acid Oil.—No special departure from the recent character of trading in this product came under review last week. A rather good consuming movement was reported under way.

Toluene (Toluol). — The principal buying movement was for the account of the lacquer materials and solvents manufacturers. That substantially higher prices were ruling for the product in some of the outside markets was a report heard in some quarters of the trade.

Xylene (Xylol). — Firmness in this product has been sympathetic to that in toluene. The large producers declared that a record volume of shipments had been made during the month of May, and that June shipments to date were also showing up favorably.

Chicago Coaltar Bases

CHICAGO, June 7, 1929.

Coaltar bases here continued to evidence their underlying strength by their firmness. Demand was holding up for the principal products in such a way as to give no doubt of the general market strength. Benzene was reflecting the good motor fuel demand. Toluene also was well taken. Ruling prices per gallon were:—Benzene, 90 percent, 23c. to 25c.; toluene, 40c. to 45c.; xylene, 33c. to 38c.; solvent naphtha, 30c. to 35c.

Coaltar Acids

Anthranilic.—The dye manufacturers continued to take deliveries in about a normal fashion. The undertone remained steady.

Benzoic.—Producers pointed to steady deliveries against their resting contracts. The market position underwent no important change.

Gamma.—This acid was entering consumption in a fairly comprehensive manner. Prices remained generally steady.

Neville and Winther's.—A fair amount of miscellaneous business was reported in progress in this acid. Prices were being well maintained.

Picric.—Trade was along fairly liberal lines. The undertone, if anything, was somewhat firmer.

Salicylic.—A good call continued to reach the market for the technical grades, which were occasionally offered at some slight concession.

Tobias.—Trade was along fairly active lines. No change came under review as regards prices.

Intermediates

Anilin Oil.—Deliveries of this intermediate against the contracts which had been extended to the end of the year have been in somewhat larger volume. A generally firm undertone has dominated the market.

Anthraquinone.—Trade in this product was running along about in routine shape. Prices had not changed further.

Benzyl Chloride.—Underlying conditions in this product were represented as firm on the whole. Producers

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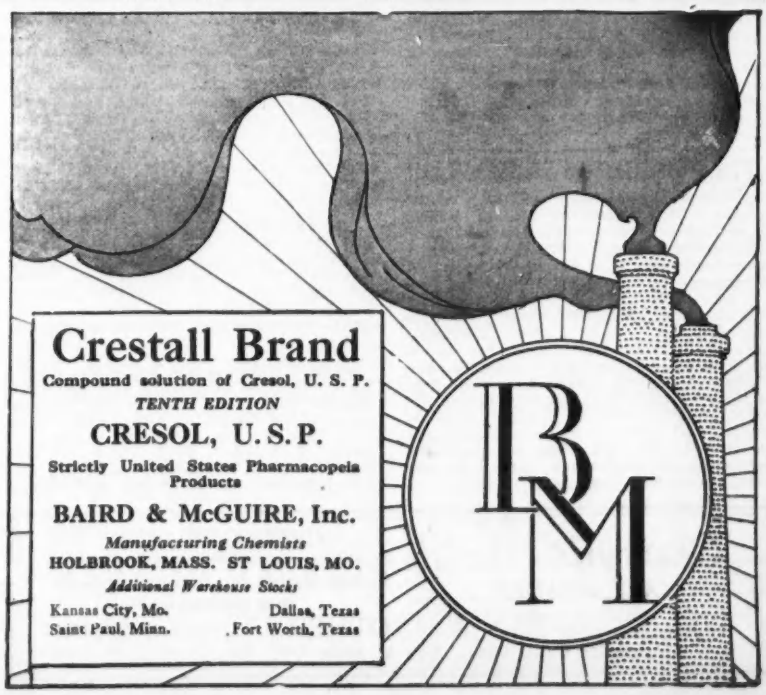

had not changed their contract views over a lengthy period.

Betanaphthol.—Deliveries were in fair volume. A steady tone featured the market generally.

Dianisidin.—The current price had ruled for the period of practically a year. A steady volume of deliveries was being effected.

Dinitrotoluene. — There was no change in quotations. Deliveries were being made in satisfactory volume.

Hexalin.—Business was fair. Prices had undergone no change.

Nitrobenzene.—This product was even more active than others in the list. Activity in the dye trade had been persistent and naturally the consumer demand for nitrobenzene was substantial.

Orthonitrophenol. — The prevailing scarcity of spot phenol had not influenced the ruling contract prices for this intermediate.

Paranitroanilin.—While not as active as was the case earlier in the year, there was a fair amount of consumer buying and the undertone of the market remained quite firm generally.

Phthalic Anhydride.— There was a good movement against outstanding contracts. Moreover, the call for additional lots was showing an improvement.

Resorcinol.—The technical grades continued to enter consumption in a fairly liberal manner.

Tolidin.—Change from the previous price basis was lacking last week. Deliveries against contracts were fair.

Coaltar Colors

While there was no appreciable diminution in the rate of shipments of coaltar colors, it was hardly to be expected that the month of June would maintain the high records which had been established for the earlier months of the year. Already there has been some slowing down of cotton mill activity in New England which during the first five months of the year had established new records in point of production. The volume of shipments in practically all groups of dyes was holding up fairly well. The National Association of Finishers of Cotton Fabrics pointed out that the total yardage of finished, white, dyed and printed goods during the month of April was 96,706,823, compared with 98,494,823 in March, while total grey yardage of finishing goods received was 90,468,589 as against 94,871,622 in March, while 57,030 cases of finished goods were shipped to customers in April against 65,112 cases in March. Some 34,920 cases of finished goods were held in storage at the end of April, as against 35,478 cases at the end of March. The total average of capacity operated during April was 74 percent, as against 77 percent in March, while total average work ahead at the end of April was 6.4 days, as against 6.3 days at the end of March.

American I. G. Gets Office

The American I. G. Chemical Corporation has leased two floors in the new Lefcourt-National building, Fifth avenue and Forty-second street, this city, for a period of ten years.

United Chemicals Expands

The United Chemicals Corporation, this city, has acquired control of the Curtin-Howe Corporation and its subsidiaries, specializing in timber preservation.

The Curtin-Howe Corporation was formed in 1927 to promote sale of zinc meta-arsenite for treatment of all timber to preserve it from decay. This product was developed in the laboratories of the Western Union Telegraph Company by Leo Curtin, chief consulting chemist, and his staff, primarily for the treatment of lumber used by the telegraph company, which has a license agreement with the Curtin-Howe Corporation for the use of the process.

Tin Production in Malaya

Malayan figures show a 1928 production of 64,459 tons of tin, of which 61,935 came from the Federated Malay States, the highest ever recorded, says a report by the consul-general at Singapore to the Department of Commerce. Only a very small percentage of the total Malayan output is produced outside of the Federated States. Since 1893, the earliest year for which accurate statistics are available, the Federated Malay States have produced a total of 1,630,735 tons of tin, the annual output growing almost steadily from 39,912 tons in 1893 to the record production in 1928. The actual value of the total production cannot be ascertained, but estimation from the average annual tin price of each year places it at 1,276,746,275.

Petroleum Transportation Committee Meets June 21

A meeting of the American Petroleum Institute's general committee on railroad transportation has been called by Fayette B. Dow for June 21 at the Hotel Stevens, Chicago.

Organization of standing topical committees is among the activities listed on the docket. H. W. Roe, of the Mid-Continent Petroleum Corp., Tulsa, chairman of the committee on organization, will present the recommendations of the committee.

Reports will be received also from committee chairmen: B. J. Burchett, of the Shaffer Oil and Refining Company; J. M. O'Day, of the Sinclair Refining Corp.; D. F. McCarthy, of the Producers & Refiners Corp.; E. E. Harrington, of the National Refining Company, and L. H. Benner, of the Standard Oil Company, of New York.

Standard-Vacuum Merger Discarded for the Present

The proposed merger of the Standard Oil Company of New York and the Vacuum Oil Company, for which negotiations have been under way for the past few months, was abandoned last week. It is thought that the suspension of negotiations may only be temporary, but at present there is no prospect of the combination being completed.

It is understood that legal points referring to the competitive features of the two organizations are the principal barrier to a continuation of negotiations at this time. The matter had been referred to the United States attorney general's office for an opinion, and, while no report has yet been made public, it is understood that with the situation as presently outlined the combination of the two companies has failed to receive official sanction. The two companies are competitive only in a small area around Olean, N. Y., where Vacuum operates a chain of filling stations.

Financial Notes

MEXICAN PETROLEUM COMPANY reports for the year 1928 a consolidated net income of $8,293,338, equal after preferred dividends to $16.03 on 457,300 common shares, as against $12,711,702, or $25.69 a share in 1927.

INDIAN REFINING COMPANY reports a consolidated net income of $127,941 for the quarter ended March 31, after depreciation and interest charges, equal after preferred dividends to 10c. a share on 1,233,517 shares of common stock.

MATHIESON ALKALI WORKS' declaration of a dividend on the new common stock marks the first dividend since the recent four for one splitup and is equal to $8 a share annually on the old common which received $6 a year.

COLGATE - PALMOLIVE - PEET COMPANY reports for the year 1928 a net income of $6,127,173 after all charges and taxes, equal after preferred dividends to $2.12 a share on 1,999,851 common shares outstanding.

BY-PRODUCTS COKE COMPANY has increased its no-par common stock from 200,000 shares to 800,000 shares. The increase provided for a split-up of the stock on a four-for-one basis. At present 189,936 shares are outstanding. It is intended to place the new common on a dividend basis of $1 a year, equal to $4 a year on the old stock.

DEVOE & RAYNOLDS COMPANY, INC. stockholders have ratified a plan of the directors to increase the authorized capital and issue additional class "A" common stock from 110,000 shares to 300,000 shares. The proceeds of the issue will be applied to liquidate bank loans incurred in the acquisition of the Peaslee Gaulbert Paint & Varnish Company.

AMMEX PETROLEUM CORPORATION will offer this week 75,000 shares of $5 par common stock, at a price reported to be $4.50 a share. The capitalization of the company consists solely of 400,000 shares of stock of which 320,000 shares will presently be outstanding.

INTERNATIONAL NICKEL COMPANY OF CANADA, LTD., reports for the quarter ended March 31, 1929, a net profit of $5,590,191, after all charges and Federal taxes, equal to 36c. a share, compared with $2,107,820, or $1.17 a share, excluding Mond Nickel, or 1,673,384 shares of $25 par value common stock outstanding in the first quarter of 1928.

CONTAINER CORPORATION OF AMERICA has decided to omit the regularly quarterly dividend of 30c. a share on the common A and 15c. a share on the common B stocks due at this time. The regular dividend on the preferred was declared.

MISSOURI-KANSAS PIPE LINE COMPANY stockholders of record May 20, will be given the right to subscribe for one new share for every six held, the price to be $30 a share and the right good until June 10.

FOREST OIL CORPORATION of Olean, N. Y., has increased its capital stock from 35,800 shares of no-par value to 60,000 shares, no-par.

STANDARD OIL STOCKS TRUST, an investment trust composed of common stocks of companies in the Standard Oil group, has changed its name to Combined Trust shares to avoid confusion with other trusts, because similarity of names.

AHUMADA LEAD COMPANY reports for the first quarter of 1929 a net loss of $13,659, after depreciation and taxes, as compared with a loss of $18,294 in the corresponding quarter of 1928.

BOOTS PURE DRUG COMPANY net profits for 1928, increased from £702,000 to £750,000. The bonus on common shares has been raised from 9d. to 1s. tax free. No mention of dividends has been made, but the previous 24 percent payment is expected.

MOUNTAIN PRODUCERS' CORPORATION reports net profits for the year 1928 of $3,153,811, before depletion and federal taxes, as compared with earnings of $3,391,985 in 1927. Earnings last year were equivalent to approximately three-fourths of the dividend requirement of $4,143,376.

COSDEN & COMPANY reports for the period from February 4, 1928, to December 31, 1928, a net profit of $769,991, after depreciation, depletion and other charges. This profit includes $349,849 from the sale of leaseholds. An increase in the authorized number of common shares from 100,000 to 300,000 has been approved. Three shares of new stock will be exchanged for each share of old.

NORTH CENTRAL TEXAS OIL COMPANY reports for the quarter ended March 31, 1929, a net profit of $76,016, equal after all charges to 22c. a share, compared with $43,979, or 16c. a share, in the first quarter of 1928.

GREENE CANANEA COPPER MINING COMPANY reports for 1928 net earnings of $1,974,047 after all charges, equal to $3.95 a share on 500,000 capital shares, compared with $380,952 or $1.16 a share in 1927.

SHELL UNION OIL CORPORATION reports for the first quarter of 1929, after all charges, but before taxes, a consolidated income of $1,458,577, equal to 11c. a share on 13,000,000 common shares, compared with $1,551,167, or 15c. share in the corresponding quarter of 1928.

H. F. WILCOX OIL & GAS COMPANY reports for the first quarter of 1929 a consolidated net income of $67,608, equal to 15c. a share on 428,967 shares of capital stock.

UNION CHIMIQUE BELGE reports net profits for 1928 of 58,000,000 francs, after allowance of 10,000,000 francs for depreciation. The sum of 19,500,000 francs has been allocated to the extraordinary reserve and the financial reserve.

INTERNATIONAL MATCH CORPORATION reports for 1928 a consolidated net income of $19,098,860, after taxes, depreciation, interest and other charges, equal to $8.12 a share, as compared with $16,618,887, or $7.07 a share in 1927.

MAGADI SODA COMPANY, of Great Britain, shows a net profit of £92,532 during 1928, after allowances for obsolescence and debenture interest. This compares with net profit in 1927 of £36,879, after debenture service and depreciation.

AMERICAN WINDOW GLASS COMPANY has called a special stockholders' meeting for July 30, to vote on a directors' proposal to change the 130,000 shares of common stock into 70,000 shares of class "A" of $100 par and the remaining 60,000 shares into 130,000 shares of no-par common stock. The class "A" stock would be privileged to receive cumulative dividends and assets.

RIO TINTO COMPANY, LTD., will offer shortly a new issue of 50,000 ordinary shares at £5 each, with ratio to be determined.

BORDEN COMPANY stockholders have approved the increase in the capital stock from $100,000,000 to $200,000,000 of $25 par each.

GENERAL AMERICAN TANK CAR CORPORATION reports for the first quarter, a net income of $1,157,200 before Federal taxes, equal to $1.80 a share, as compared with $654,900, or $1.38 a share, in the corresponding quarter of 1928.

ARKANSAS NATURAL GAS CORPORATION issue of class "A" common stock will be offered soon by Pearsons-Taft Company and Henry L. Doherty & Co.

UNION OIL COMPANY OF CALIFORNIA bondholders have been notified by the Equitable Trust Company that $849,000 of the first lien 5s have been drawn for redemption July 2, at 102½ and accrued interest.

MAYER OIL COMPANY will be formed as a holding company by stockholders of the Johnson Ranch Royalty Company, the Rock Creek Oil Corporation, and the Fritch Oil & Gas Company. The new company will have 200,000 shares of $10 par value each. E. R. Mayer of the Johnson company will be president.

STANDARD VARNISH WORKS has reduced the number of shares of its preferred stock of $100 par value from 43,928 to 25,000 shares, with 50,000 shares common stock non par value the same as heretofore.

WESSON OIL & SNOWDRIFT COMPANY $7 preferred stock has been stricken from the list by the New York Stock Exchange.

STANDARD OIL COMPANY OF NEW YORK has re-elected all its officers and directors. Frederic Ewing and Richard P. Tinsley were nominated for election to the board at the next regular meeting. Mr. Ewing formerly was vice-president of the Pan-American Petroleum Corporation, and has been with the Standard Oil Company for several months. Mr. Tinsley is treasurer of the company.

MONSANTO CHEMICAL WORKS' directors have adopted a resolution declaring their intention to declare quarterly stock dividends of 1¼ percent in addition to quarterly disbursements, if the two-for-one stock splitup is ratified by the stockholders at the special meeting on July 2.

UNITED CHEMICALS, INC., and WESTVACO CHLORINE PRODUCTS CORPORATION have issued a joint report of the two companies for the first quarter of 1929. United Chemicals earned $176,233 after all charges. Preferred dividends for the period amounted to $90,000 and cash on hand call loans aggregated $3,472,000. Westvaco earnings amounted to $302,000, as compared with $128,000 in the corresponding period of 1928. Preferred dividend requirements amounted to $40,000 and cash on hand call loans totaled $1,541,000.

ACETOL PRODUCTS, INC., directors have omitted the regular quarterly dividend of 60c. a share, due at the time on the class "A" stock.

FORHAN COMPANY has elected as directors A. N. Miles, treasurer of Best & Co., and Louis Stewart, vice-president of the New York Trust Company, both of this city.

NORTH CENTRAL TEXAS OIL COMPANY reports a net profit of $76,015 for the first quarter of this year after all charges. This compares with $43,979 in the corresponding period of 1928.

SUPERIOR OIL CORPORATION reports for the quarter ended March 31 a net profit of $12,525 after all charges, as compared with a net loss of $274,414 in the first quarter of 1928.

WEINBERGER DRUG STORES report net retail sales for May of $118,911, an increase of 189 percent over May, 1928.

Federal Stock Retired

At a special meeting of the stockholders of the Federal Mining & Smelting Company a proposal was approved to retire 15,154 preferred shares held by the company and to draw by lot for retirement on June 15 14,846 preferred shares outstanding.

The stockholders also approved the contract, dated April 15, with the American Smelting & Refining Company, relative to the sale and purchase of the lead, silver ores and concentrates produced by the Federal from the mines of the company at Wallace, Idaho, providing for extension for a period of two years, with modifications of the present contract existing between the two companies after its termination on August 31, 1930.

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Transcontinental Revamped With Beaty as Chairman

The Transcontinental Oil Company is to be reorganized with Amos L. Beaty, former chairman of the board of the Texas Corporation as chairman, succeeding C. L. Huston. The latter will devote his attention to other interests.

A New York group has been formed to buy the block of Transcontinental preferred stock owned by the Benedum interests, of Pittsburgh. The board of directors also has certain changes under consideration in the company's capital structure, which will be laid before stockholders at a special meeting to be called soon.

The Eastern group, which is acquiring the block of preferred from the Pittsburgh interests, will elect some new directors to the board, including Mr. Beaty. The preferred stock of the company has voting power, each share carrying with it ten votes, while the common stock is restricted to one vote a share.

The company was incorporated in Delaware in 1919 to acquire the Texas-Penn Oil Company, the Pittsburgh-Texas Oil and Gas Company, the Riverside Eastern Oil Company, the Riverside Western Oil Company and subsidiaries. The companies' subsidiaries include the United Producers Pipe Line, the Transcontinental Oil Company of Kansas, the Transark Oil and Gas Company, the Transcontinental Oil Company of Colorado, the Latin-American Petroleum Corporation, the Transcontinental Oil Company of Illinois, the Latin-American Petroleum Corporation of Columbia, the Mid-Columbia Oil and Development Company, the Transcontinental Oil Company of Arkansas and the Santa Barbara Oil Company. Total consolidated assets amount to about $55,000,000.

Oil Equipment Buyers Urged to Be Cautious

BUFFALO, June 7, 1929.

E. H. Weaver, of the Union Oil Company of California, was elected vice-president for the first district of the National Association of Purchasing Agents at its annual meeting here this week. A. M. Bowman of the Humble Oil Company, Houston, Texas, president of the national association, presided at its general sessions.

Many topics of interest to the oil, paint and chemical trades were discussed during the four days of sessions. One of the most interesting was the summary of the present oil situation given by H. N. Gill, Auburndale, Mass., statistician and adviser on commodities to the organization. Mr. Gill warned against overestimating future buying requirements of the oil industry. While it is true, he said, that the restriction of production of oil is helping the industry materially, the fact that output is being held down will tend to prevent new construction and additional buying of materials and equipment.

Buyers for oil companies held an informal get-together dinner Monday evening, but had no arranged program, merely exchanging ideas.

E. D. Gregory, president of the Frazer Paint Company, Detroit, spoke Wednesday morning on the subject "What the Buyer Should Know About Paint." He gave an illuminating address on the materials and methods used in paint manufacture and urged purchasing agents to buy on a quality basis for their own best interests.

At the association's annual banquet Wednesday evening a memorial to departed members was given by Robert M. Sedgewick, purchasing agent for the Standard Chemical Company, Toronto.

Clifford C. Warner, advertising manager for the Continental Oil Company, was elected president of the Denver Advertising Club.

A loose loading-hose connection at the Independent Oil & Gas Company yards at Kansas City, Kan., caused the fatal burning of Otto Schultz, an oil tank loader, and fire damages to the extent of $200,000 May 28.

The Shale Oil & Byproducts Company, Chicago, will erect an oil shale reduction plant in Rio Blanco county, Colo., one mile east of the Utah-Colorado line and ten miles southwest of the town of Rangeley. The refining of gasoline will be part of its product.

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Dyestuffs—Tanstuffs

Easier Tone in Mangrove, Valonia and Wattle, While Corn and Egg Products Point Up —Tanners Aiming at Stability

New buying interest in the market for tanning materials was down to comparatively small totals last week. The producers had no real fault to find with the contract movement which was in progress in the various extracts for the account of the tanners, but the fact remained that prices for a majority of the products had dropped to such a low point that there was hardly any room for further price depreciation. The market for valonia had recently been much stronger in Russia, but last week the trend was irregular with a decline of $1 per ton in the beards, whereas the cups were only available in limited amounts and held $1 per ton higher. Mangrove bark was somewhat lower under more liberal offers from the primary markets.

The inauguration of futures trading in hides on the New York Hide Exchange was watched with a great deal of interest in that the introduction of modern methods of trading may greatly modify conditions in the leather trades. The long processes involved in the making of hides into leather exposed the tanner to many speculative happenings during the six to eight months during which he had to finance his own inventory. The organization of the exchange enabled the tanner to segregate speculative profits or losses through the hedging features offered to producers, dealers and consumers.

Current prices on dyestuffs and tanstuffs are listed in the alphabetical arrangement of current market quotations beginning on page. 5.

Sharply higher prices in the grain markets, particularly in corn, as a result of the outlook that the government would come to the assistance of the farmers, had not produced any actual change in the status of corn starches or dextrins, although the demand was a little livelier. The demand for bichromates continued along fairly active lines and underlying conditions in them were quite steady.

Price Changes

Prices were changed during the past week as follows:—

Advanced	Reduced
Valonia cups, $1 per ton	
	Mangrove bark, $1 per ton
	Valonia beards, $1 per ton
	Wattle bark, 50c. per ton

Comparative Values

Index numbers compiled from nineteen typical dyestuffs and tanstuffs on the basis of a normal of 100 for August 1, 1914, compare as follows:—

Last week.	Prev. week.	Last month.	Last year.
151.5	151.5	151.5	158.3

Price changes made Saturday up to noon and other last-minute market developments are reported on page 2.

Chemicals

Alumina Chloride.—A fair amount of stock was said to be moving out for the account of the textile industry. Prices had not changed in any particular though.

Antimony Salt.—Buying interest in the metal had dropped off rather sharply last week, but prices were being fairly well maintained around a basis of 9c. per pound. The salt was meeting a fair amount of buying and producers adhered to previous price levels.

Potash Bichromate. — A generally satisfactory amount of business was said to be in progress for the account of the dye and textile industries. Prices were well maintained.

Soda Bichromate.—The market underwent little or any change from the records of the past few weeks. The producers indicated that shipments were reaching totals which compared quite favorably with corresponding preceding periods. They were adhering generally to previous prices, both in the case of car lot and less than car lot shipments.

Turkey Red Oil. — Trading in this product, as in most other vegetable oils, has been along restricted lines, which was a seasonal enough occurrence in view of the approach of the summer months.

Dyestuffs

Annatto. — Since the replacement costs were on a rather high basis, there was nothing in sight to indicate any early departure from the condition of affairs which had been ruling.

Brazilwood. — No suggestion of any early change in South American currencies had come under review last week, and the result was continued stability for this product.

Cochineal.—Some fair arrivals were noted from the United Kingdom, but these had not influenced underlying conditions in this market. Consumption restricted at the best had shown no signs of increasing much last week.

Fustic.—A steady condition of affairs was ruling in this extract last week. All kinds, including crystals, liquid and solid were in good demand.

Logwood. — The producers of these dyes had enjoyed a fair business from fur dyers during the months of April and May, but this had tapered off with the approach of warm weather. Some demand was noticeable from the silk trades. Contract prices were being satisfactorily maintained.

Osage Orange.—This coloring agent continued to meet a generally satisfactory amount of business. That is, shipments against contracts were fully up to recent totals.

Quercitron.—The call for the liquid and the solid was along broad enough lines to encourage the trade in the belief that distribution for the year would continue fully up to normal.

Sizing Materials

Albumen.—The continuance of high replacement costs for this product made for a condition of firmness. Demand was fair, although the confectionery lines were quieter.

Dextrin.—On the probability of the government assistance to farmers, the grain markets were in an uprush last week. Corn showed net gains in the amount of 8c. to 8½c. per bushel at one time, although the improvement was not communicated to dextrins which the producers were quoting at unchanged rates. There were moderate recessions in corn from the best point at the end of the week. Planting of corn had been virtually finished in most of the States.

Egg Yolk.—As was the case with albumen, the replacement costs were high, and the undertone of the market was consequently a decidedly firm one. Consumption was affected to some extent by the decline in operations of some branches of the confectionery industry.

Starches. — The same improvement which had been shown in corn prices was an influence in the market for starches, but it could not be ascertained that the producers had taken any action in the matter of increasing their asked prices. The consumption was said to be along fairly liberal lines.

Tanning Materials

Chestnut.—While the amount of new business which has been uncovered in this tanning material has been moderate of late, there has been no interruption to the regular flow of shipments from the producers to the tanners.

Cutch.—The Borneo and Philippine extracts were being moved to the tanners in satisfactory shape, considering the quiet conditions which have for so long enveloped the tanning industry. The dye trade was a buyer of the Rangoon kinds on the basis of current quotations.

Divi Divi.—With the exception that outside prices were dropped by dealers the market was in about the same general position as ruled during the preceding week. Trade was fair, but rather routine. Moderate arrivals came in from Venezuela.

Gambier.—A condition of steadiness was discernible in this product last week. A fair business was accomplished both in the common grades and in the plantation kinds.

Mangrove Bark.—Shipment offers from the primary markets in Africa have undoubtedly been more liberal of late for another decline of $1 per ton to a basis of $49 took place last week.

Myrobalans.—Additional arrivals found their way here from the primary markets in India last week. A condition of general steadiness featured the market and a tendency to

(Continued on page 68)

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Drugs—Fine Chemicals

Price Stability Features Firm Market—Basic Raw Materials Free from Weakness—Spot Trade Strictly Seasonable

Market conditions in drugs and fine chemicals were generally routine during the past week. The period was rather typical of those usually current in late spring during most years. The needs of buyers were on a restricted basis, dictated mainly by the fact that unsold surpluses in the hands of jobbers and distributors were sufficient to care for requirements of most buyers readily. Furthermore, the needs of purchasers have been tempered by the fact that they hold rather ample stocks of their manufactured products. Taken all in all, the market was highly uneventful, yet a very firm affair, according to most.

The broad outline of the market was one of basic strength. In almost every instance raw materials are strong to the point of being subject to an advance in prices in the event of a demand considerably larger than that current last week. Alcohol, mercurials, cadmium salts, most salicylates, bismuth salts, iodides—to cite a few typical examples of firm articles—are all being manufactured from raw materials entirely divorced from weakness. In fact, in almost every instance, the cost of production shows an upward tendency.

Antipyrine and amidopyrine were in strong position. Both were poorly stocked in this market and both have been sold in excess of sellers ready ability to make prompt delivery. Therefore a strong market prevails regardless of the current somewhat lax request from buyer operating on new orders.

Menthol was at a standstill. Demand was next to nil. Prices remained apparently unchanged, but what could be done with a firm order in hand for a large lot had to await development of such a condition so far as trade last week was concerned. While no further announcement was made relative to the tariff situation, it was clear that a determined fight against an advance in duty would be made by manufacturing consumers headed by one of the oldest and largest importers in this market who has the confidence of most people in the trade.

Methanol and all its products were in strong position. Production was moving steadily into consumption and at a cost precluding probable declines in quotations for some time to come. There is virtually no surplus on the spot or in the hands of the producers. Therefore, the situation is one hardly encouraging to such buyers as may have had visions of lower prices when the crude plants reached their peak production.

Price Changes

Prices were changed during the past week as follows:—

Advanced	Reduced
None.	None.

Comparative Values

Index numbers compiled from thirty-five typical drugs and fine chemicals on the basis of a normal of 100 for August 1, 1914, compare as follows:—

Last week.	Prev. week.	Last month.	Last year.
182.9	183	183	189.3

Price changes made Saturday up to noon and other last-minute market developments are reported on page 2.

Acetanilide.—Prices were very firm. Competition was not very active in that little or no resale merchandise was offered as against the output of the leading producers at this time. Surplus supplies were negligible, consumption having been closely gauged to avoid such a condition.

Acetylsalicylic Acid.—Routine request was the rule. Most buyers bought as requirements dictated, avoiding protection of the needs of the more remote future. Despite this, prices were rather firm, reflecting well maintained cost of production.

Agar Agar.—Though prices ordinarily would be cheaper at this time of year, they are without sign of unsettlement of weakness now. The production was not superior to that a year ago and the carryover was negligible It appeared likely that a strong, high market would rule for a long time to come.

Alcohol.—The position of this article was excellent. A very fair demand prevailed during the past week, accounting for production readily and eliminating any suggestion of market weakness. While cost of production is relatively high this year, there is an expanding requirement for alcohol throughout the country that is counted on to make money for the producers and to supply alcohol to buyers at the most attractive price possible, the present high cost of molasses considered. Furthermore, indications are that consumption in industry will possibly exceed that of last year even allowing for a gain that might be considered normal. All in all, the alcohol industry shapes up well under excellent organization, elimination of unsound and destructive trade practices, and close estimation of requirements of the country as a whole.

Aloin.—Good demand was the rule. The needs of buyers were numerous and, on the whole, somewhat larger than normally are experienced at this season of the year. The market was made particularly strong by the fact that the cost of raw material was running very high and did not figure to be reduced for a long time to come.

Amidopyrine. — High prices and strong undertones prevailed despite the absence of an important demand for prompt delivery merchandise. Stocks were of moderate size at the very best.

Amyl Acetate.—The movement into consumption was reported to be normal and generally satisfactory. Prices were firm. Little or no competition prevailed on the spot and hence the market as a whole had a rather strong undertone.

Antiyrine.—Scarcity was the rule but the demand for prompt delivery parcels did not seem to be so pressing as it had been. Probably this was more apparent than real; it is known that some are still short of deliveries to be made in the not far distant future.

Cadmium.—A strong market prevailed here as well as abroad but the last week failed to develop anything new in the already clearly defined position of this article. Production was being absorbed promptly, leaving no surplus to ultimately weaken prices. Naturally, all cadmium salts were in a strong position.

Camphor Monobromate.—Due to the strong position of camphor, this article was free from weakness despite the fact that the requirements of most buyers were close to being insignificant. Prices were well maintained by the producers.

Cantharides.—Further shading of prices was noted but it was said to have been done under special circumstances that made any open revision of quotations unnecessary. At open prices, the market was declared already to be one especially attractive to buyers as a whole.

Castor Oil.—Makers reduced prices, indicating competition again was a factor in the production of sales. The cut was ½c. and made the carlot price for medicinal oil in drums 13c. with the usual advancing being made for car lots and less than car lots in barrels and cases.

CHICAGO, June 5.—Castor oil business was quiet after a one-half cent price reduction. Ruling prices were:—No. 1, drums, car lots, 13½c.; drums, less than car lots, 14c.; barrels, car lots, 13¾c.; barrels, less than car lots, 14¼c.; five-gallon tins, 15¼c.; one-gallon tins, 17¼c.; No. 3, drums, car lots, 13c.; drums, less than car lots, 13½c.; barrels, car lots, 13¼c.; barrels, less than car lots, 13¾c.

Cocoa Butter. — Raw material was lower last week, serving to make easier the undertones in the market for cocoa butter in bulk and finger form. The tendency toward competition was quite marked.

Codliver Oil. — News from abroad stated that exports of crude oil from Norway have already reached 40,000 barrels with unshipped orders still in hand. This has led some in Norway to suggest that production may not be sufficient to care for demand up to next March, despite the excellent production this year. A firm tendency was said pervade prices.

BERGEN, May 22.—The catch of cod since the opening of the season amounts to 69,470,000, against 59,222,000 at the corresponding period of last year, and the yield of steam-refined codliver oil amounts to 74,334 barrels, against 41,617 barrels at the same period last year.

Coumarin.—A better movement into consumption paralleled the nearing of the summer season and the consequent demand for products containing coumarin in combination with other ma-

Current prices on drugs and fine chemicals are listed in the alphabetical arrangement of current market quotations beginning on page 5.

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terials. Prices seemed to be very steady.

Cream of Tartar.—Domestic producers had full control of the market. Recent reductions have made profitable importation quite unlikely in view of the prices being paid for crude material in Europe. It appeared that the domestic producers intended to control the market in the future if it was a possible thing.

Epsom Salt.—Steady demand prevailed in this market and full prices of the domestic producers were being obtained in most instances. The competitive character of business in imported merchandise was possibly less of a feature than it has been at times in the not far distant past.

Ethyl Chloride.—A normal movement was reported, the market being steady in undertone and prices being about stable most of the time last week. Competition was a negligible quantity in most transaction.

Ethyl-Methyl-Ketone.—Ample supplies were available but the interest of buyers is not what it has been at times in the past. The takings left something of a surplus without the unsold portion of production being large enough to constitute a potential menace to the maintenance of spot prices.

Ethyleneglycol.—Plans of the producer of this article call for enlarged sales during the next major consuming season. Policies are being laid out whereby increased consumption will permit a cutting down of overhead and hence bring an increase in profitable returns.

Formaldehyde.—The firm position of raw material alone would have been sufficient to account for the underlying strength in the formaldehyde market. When demand was added to the situation, it proved to be one of expanding strength and freedom from competition.

Glycerin.—A quiet and entirely sluggish spot market was the rule. A trifle of business was reported done in dynamite at 10¾c. per pound but a more general asking quotation was 11c. Chemically pure moved quietly. Contracts were reported being written in fair volume but few instructions are being made against the documents at the present time. On the whole it appeared to be a buyers' market in every respect.

CHICAGO, June 5.—There was little strength in the glycerin market here. Some grades looked a shade easier, such as crude, but c.p. material prices held about unchanged. Ruling prices were:—Soaplye, crude, 80 percent basis, 7c.; dynamite, 12¼c. to 12¾c.; chemically pure, car lots, 13c. to 13½c.; less than car lots, returnable drums, 14c. to 14½c.; saponification, 88 percent basis, 8c.

Glycerophosphates.—Stable prices were supported by steady consumption of normal quantities of materials within this group. Potash, soda and lime glycerophosphates were mentioned specially.

Hexamethylenetetramine.—Competition was still current to an extent not considered to be healthy or profitable in view of the strong position of raw material and its utter freedom from anything savoring of private granting of price concessions. Considerable imported merchandise was available here to complicate the situation.

Homatropine Hydrobromide.—Though this falls within the group of minor alkaloids, its price position is less unsettled and subject to the disruption of competition that are most articles within the classification. On business of average size, full prices were believed to prevail.

Hypophosphites.—The call was principally for potash and soda. Other articles within this group were called for in rather limited fashion. Prices remained rather firm, notwithstanding.

Menthol.—Although a serious effort will be made to head off the further increase in duty on this article, at this time they are in the formative stage and seem to rest mainly in the hands of the principal importer in this market acting at the behest of the larger consuming interests. It was felt that discouraging consumption of this article, the imports of which have been steadily declining, would in the end react against the very agricultural interests now interested in putting a higher tariff on a distinctly medicinal article produceable in this country only at a cost much higher than abroad, to the financial disadvantage of the manufacturing and ultimate consumer.

Methanol.—Strong undertones prevailed. Demand was said to be very good all the time and the promptness with which production was ordered out by buyers under contract was highly satisfactory to the producing trade. It is figured that a distinct gain in consumption will be attained this year.

Musk.—Fair demand and a market free from the weakness of competition accounted for the firmness of prices and the rather good volume of trade prevalent during the past week.

(Continued on page 80)

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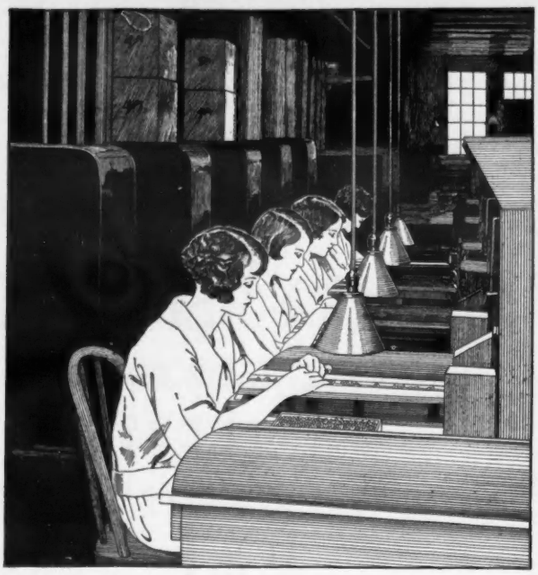

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Botanical Drugs

Good Progress with Early Crop Collections in South —Demand Holds Light on the Spot —Quotations Decline

Price movements continued to be mainly declines. Revisions downward were rather numerous last week and for the most part indicated a very slow movement of orders and a restriction of takings to quantities well within the limits of jobbing sales. The absence of much demand was an experience rather universal on spot during the period under review.

Some articles showed the influence of new crop prospects. In most instances, of course, the revisions downward were made arbitrarily and for the purpose of taking a market "view" as to the future. It will be some months yet before even the summer crops of flowers—the botanicals gathered first of all—will be actually in this market. Sellers reducing prices now have taken a view and are proceeding to reduce their carryover through the media of more attractive prices. As competition is keen, due to the small amount of buying now current, the temptation—if such it be—to shade prices, regardless of how far off new crop deliveries may be, is sometimes hardly resistible.

Some articles were especially noted for strength. Among such was lycopodium, the supply of which is so small as to account readily for each step of the advance that already has compassed about 10c. per pound in recent weeks. Celery seed showed a gain in spot position, due to absorption of loosely and cheaply held lots. Kola nuts were higher, due to the usual spring demand being quite active.

On the side of easier and lower prices was arnica flowers. That article, as well as grains of paradise and elder flowers, was in somewhat better stock, and hence the natural shading of quotations, irrespective of the limited demand current. Ipecac root in whole form was cheaper, but the powder held unchanged. Mexican sarsaparilla continued to reflect the presence of ample stocks and a not too anxious demand for quick deliveries. Peppers of the red variety tended easier, but whited continued to bring advancing prices. Senega weakened, being a normal condition for the spring months and bringing about a reduction in price that was apparently somewhat overdue.

Current prices on botanical drugs are listed in the alphabetical arrangement of current market quotations beginning on page 5.

Price Changes

Prices were changed during the past week as follows:—

Advanced

Celery seed, ¾c. per lb.
Ginger root, African, ½c. per lb.
Kola buts, 1c. per lb.
Lycopodium, 2c. per lb.
Princes pine, 1c. per lb.
Pepper, white, Muntok, ½c. per lb.
Singapore, ½c. per lb.
Rhatany root, 1½c. per lb.
Wormwood, 1c. per lb.

Reduced

Arnica flowers, 5c. per lb.
Black haw, root bark, 1c. per lb.
Buchu leaves, 1c. per lb.
Chamomile flowers, Roman, 2c. per lb.
Canary seed, Argentine, ¼c. per lb.
Morocco, ¼c. per lb.
Spanish, ¼c. per lb.
Caraway seed, ½c. per lb.
Cardamom seed, decorticated, 2c. per lb.
Clove, ½c. per lb.
Elder flowers, 3c. per lb.
Fennel, German, large, 1½c. per lb.
Fenugreek seed, ½c. per lb.
Grains of paradise, 15c. per lb.
Ipecac root, Cartagena, 5c. per lb.
Rio, 5c. per lb.
Lady slipper root, 10c. per lb.
Poppy seed, ¾c. per lb.
Paprika, extra fancy, ½c. per lb.
Pepper, black, Alleppey, ¼c. per lb.
Tellicherry, 2½c. per lb.
red, Mombassa chillies, 5c. per lb.
Pimento, ¼c. per lb.
Sarsaparilla root, Mexican, 1c. per lb.
Senega root, 5c. per lb.
Turmeric root, Alleppey, ½c. per lb.
Madras, ¾c. per lb.

Comparative Values

Index numbers compiled from forty typical botanicals on the basis of a normal of 100 for August 1, 1914, compare as follows:—

Last week.	Prev. week.	Last month.	Last year.
114.1	115.0	115.0	127.0

Price changes made Saturday up to noon and other last-moment market developments are reported on page 2.

Balsams

Fir.—Fair demand and rather firm prices were reported. Stocks were sufficient to care for any reasonable expansion.

Tolu.—A somewhat slower demand was reported in this market, but prices remained comparatively steady mainly for the reason that stocks were in rather strong hands and no trace of competition has appeared here.

Barks

Black Haw.—Crop outlook was reported to be normal and generally favorable for a supply of satisfactory size being collected. Demand on the spot last week was not very active.

Cottonroot.—With new crop season months away, the present inactive character of demand has been absolutely without effect on price views of local holders. The market remained very firm here and shading was not likely to result from firm orders.

Elm. — Northern bark—the article used for the highest quality of bundled bark—is said to be in bad shape. Collection has been unsatisfactory and there is a likelihood of the article being in short supply during the next consuming season. It is understood that considerable buying has yet to be done.

Fringetree.—While easy in undertone locally, this article has not been reduced further, and it is not clear that any further concession would be warranted on the basis of what has to be paid for further supplies. Demand was light last week.

Sassafras.—Fair progress is being made with plans looking to protection of supplies wherewith to meet demand during the consuming season. Prices are likely to remain fairly high, as there is little or no reduction being made by primary market operators.

Soap. — A competitive market was the rule, but spot prices were said to have lined up closely with replacement costs, thereby eliminating much of the tendency toward shading that had been current. Demand was said to be very good, being seasonably active.

Wild Cherry.—Special efforts will be made this year to produce an exceptionally large peel. The heavy demand of last winter drained stocks here and in the primary market so severely as to make them virtually nominal, so far as the varieties most needed. The cost of the new crop will compare favorably with that in former years.

Beans

Calabar.—Limited interest was displayed in this article, but it appeared to be in very steady position on the spot owing to the well maintained first cost in the primary market.

Vanilla. — Importations were understood to be holding up well, accounting for an excellent consuming request which has been stimulated by a supply of beans available at very cheap prices. Crop news from Mexico has been adverse. Need of rain and warm weather is evident there if second flowering is to bring about a close to normal crop in 1929-1930. Prices in Mexico have been low this year. Bourbon beans moved well, were in fine supply, and sold at rather steady prices throughout the past week.

Berries

Cubeb.—Though in good supply, the market was rather firm as to price, owing to the fact that first costs and spot selling prices were closely in line.

Raspberries.—Supplies in some quarters were said to be rather low and the market has a stronger undertone at the present time. The tendency in prices was upward.

Flowers

Arnica.—Prices were back to 80c. to 85c. per pound, being a natural recession coincident with the subsidence of most important demand.

Chamomile.—Roman flowers were 2c. lower at 40c. to 41c. per pound, the call being very light. Hungarian were in limited request but prices were without change.

Elder.—Though still in low supply, the market was somewhat easier due to accessions to stocks here. Quotations were minimum at 35c. per pound. The range as to seller and quantity was to 40c.

Mullein.—Demand typical of the spring period was noted. The move-

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Charcoal Willow
Cod Liver Oil
Colchicum Root Powd.
Cuttle Fish Bone
Dragon's Blood Powd.
Extract Witch Hazel
Fish Berries
Fumigating Pastiles
Fluid Extract Cascara Sagrada
Gum Benzoin
Gum Benzoin Powd.
Gum Euphorbium Powd.
Gum Myrrh Granul.
Gum Myrrh Powd.
Gum Olibanum
Gum Olibanum Powd.
Jalap Root Ground
Jalap Root Powd.
Laurel Leaves
Mineral Oil
Olive Oil Green
Olive Oil Italian
Olive Oil Spanish
Precipitated Chalk Sturgis
Silex
Skunk Oil
Socotrine Aloes Powd.
Tamarinds
Tincture Green Soap
Venice Turpentine Artificial
Zinc Oxide Hubbucks

ment was rather liberal this year in view of the fact that prices have been much lower than at any time for the past several years.

Saffron.—Inquiry was confined mainly to jobbing lots. Prices were rather easy, yet they were without open reduction; concessions, when granted at all, were said to be made privately. Replacement costs were said to be fairly stable.

Herbs

Euphorbia Pil.—A very dull market prevailed but prices were rather steady. Replacements this year are not likely to be made for much less money than has been paid of recent years.

Marjoram.—Fair demand was reported current during the period. Prices had a firm undertone and were not believed to have been shaded even at private terms. Stocks were far from being excessive.

Prince's Pine.—Scarcity continued to put prices for this article to higher levels. The market was 25c. to 30c. per pound and the difficulty in obtaining supplies was so great that the next sale could well be made only at the outside figure.

Wormwood.—The market reverted to 9c. to 10c. per pound; the seller at a lower figure recently has seen fit to withdraw further offerings. Little interest was displayed by buyers.

Leaves

Buchu.—The spot market was at least as low as 35c. per pound and competition thereat would be keen in event of demand showing a moderate gain. Of late business calling for prompt delivery has been comparatively light.

Henna.—Though still highly competitive, this article has assumed a steadier spot position mainly for the reason that prevailing prices do not permit of any concessions being made if a profit is to be made. Demand was normal, being fairly good.

Patchouli.—It was learned that oil makers were paying fancy prices for leaves; they have been compelled to advance quotations for oil.

Peppermint.—A nominal market continued to prevail; deliveries were almost impossible to obtain and prices quoted were all subject to confirmation.

Miscellaneous

Grains of Paradise.—The market was 50c. to 55c. per pound and was still not overly well stocked with prompt delivery merchandise. However, there was some gain noted in quantities so available and hence the lower price.

Kola Nuts.—The market was 14c. to 15c. per pound, being 1c. higher, due to a gain in consumption demand and a loss in the stocks available here at the present time.

Lycopodium.—The market was up 2c. more, making it 70c. to 72c. per pound. It was strong with an advancing tendency at all times due to the temporary shortage in spot stocks. Replenishment probably will be followed by a return to competition with the coincidence of lower quotations, according to the trade.

Manna.—Limited demand was the rule but due to the firmness of foreign prices spot quotations were maintained without the least sign of unsettlement among sellers.

Roots

Ipecac.—Lack of demand and passing of the time when more active trading might be expected has resulted in a further sagging of spot prices. Quotations for whole were down 5c. to the basis of $2.80 to $2.90 per pound. Powder was unchanged but it was suggested that the open quotations might be shaded quietly.

Lady Slipper. — Quotations were lower at 95c. to $1 per pound, the decline being the result of new crop offerings being available at a reduced cost in the primary market. Demand here was close to being nil.

Mandrake.—Some spring dug root has been sold at price concessions from the levels in force for the more desirable old crop holdings. However, stocks in all quarters were close to being large.

Rhatany.—Sales were made at 12c. to 13c. per pound in several instances, making the market somewhat firmer and no longer subject to shading on spot at least.

Sarsaparilla.—Mexican root was reduced once more in price. Quotations became 30c. to 31c. per pound with competition quite keen and with stocks being ample enough to favor the idea of shading on firm orders.

Senega.—The time when reductions in prices for this article should be made has been long overdue. Concessions were noted last week. The market was $1.20 to $1.25 per pound. Demand for export was awaiting further concessions from the primary market.

Turmeric.—Alleppy was down ½c. to the basis of 9c. to 9½c. per pound and was competitively placed thereat. Madras was off ¼c., the market becoming 8½c. to 9c. per pound.

Valerian.—To a very considerable extent it was still a buyers' market, but prices were no lower last week. They were easy and the market was competitive, but it was intimated that quotations were now very well in line with foreign costs.

Seeds

Canary.—Prices were all down ¼c. due to the competitive character of the spot market. Quotations were:—Argentine, Morocco, and Spanish seed, 6½c. to 7c. per pound.

Caraway.—Shading of prices reflected the easier undertone current on the spot. Quotations became 10½c. to 11c. per pound, and it appeared likely that a fraction less might be done, with a firm order in hand.

Cardamom.—Decorticated seed was down to $1.45 to $1.50 per pound, with the call light and showing contraction. Bleached and green seed remained without change.

Celery.—Absorption of loosely held lots and has resulted in prices firming up and, finally, in bringing about sales at an advance of ¾c. per pound. The market was 17½c. to 18c. and the tendency late in the period was toward still higher levels.

Coriander.—A fair demand prevailed and prices seemed to be somewhat steadier most of the past week. At least, competition was less of a factor than it had been.

Fenugreek.—Replenishment of the almost exhausted spot stock resulted in quotations being reduced ½c. The market became 5¾c. to 6¼c. per pound and remained fairly easy thereat.

Mustard.—Change in quotations because of advance in duty will await final action of Congress. Such action is hardly likely to take place earlier than November next. Spot prices last week were generally steady.

Poppy.—More competition than had been in the market of late was noted during the past week. Quotations were 8c. to 8½c. per pound at the end of the period and in a round quantity way even less might be done with a firm order in hand.

Spices

Clove.—Prices in the Far East remained strong, but on spot they reacted to 36½c. to 38c. per pound. Such prices were far under the cost to import further stocks from the primary market.

Ginger.—Prices for African continued to be advanced due to excellence in demand and a corresponding increase in values on the unsold surplus in this market. Quotations were 15c. to 15¼c. per pound last week. Jamaican root was firmer; most of the consigned lots were no longer offered on spot.

Paprika.—Extra fancy was down to 28½c. to 29c. per pound, but the other kinds were unaltered from the prices charged during the previous week. Inquiries were sort of inconsequential, being mainly for smaller quantities readily supplied out of spot stocks.

Peppers.—Black Alleppy was down to 35c. to 35¼c. per pound and Tellicherry was offered at 35½c. to 36c. Furthermore, Red Mombassa chillies were in the market for 30c. to 32c. per pound. White Muntok continued to rise, the market becoming 62c. to 63c. per pound and Singapore brought 61c. to 62c. with no trouble at all.

Pimento.—The market was 27¾c. to 28c. per pound, being down ¼c. However, news from the primary market failed to hold out much hope for a reduction in replacement costs this year. The crop is likely to be small and will surely be held in strong hands.

London Drug Auction

LONDON, May 24, 1929.

A fair volume of supplies was cataloged for the May auction, but demand was again much restricted. Prices generally were steady. Calumba root and gray Jamaica sarsaparilla were cheaper. Details of goods sold follow:—

	£ s. d.	£ s. d.
Aloe, Zanzibar, in skins, 12 cases offered, 4 sold:—		
common drossy and leafy, cwt.	0 77 6	
low drossy and leafy.cwt.	0 70 0	
Arnica flowers, 3 bales offered, 3 sold:—		
poor description.....lb.	0 0 2	
Basil herb, 10 bales offered, 10 sold:—		
very stalky.....cwt.	0 26 0	
Buchu leaves, 61 bales offered, 9 sold:—		
round, good, green.....lb.	0 1 3	
yellow-greenish* .....lb.	0 0 10½@0 1 0	
oval, common, yellowish* lb.	0 0 9½	
greenish stalky*.....lb.	0 0 9½	
Calumba root 282 bags offered, 125 sold:—		
small to bold native washed sorts.....cwt.	0 35 0	
Cardamoms, 139 cases offered, 53 sold:—		
Indian bold round.....lb.	0 6 2	
medium to bold round.lb.	0 4 5 @0 5 4	
ordinary medium round.lb.	0 3 8 @0 4 0	
small round.....lb.	0 3 7	
splits .....lb.	0 3 6 @0 3 10	
seed.....lb.	0 4 6 @0 5 9	
Ceylon-Mysore, ordinary bold yellow.....lb.	0 4 9	
medium bold yellow...lb.	0 4 1	
small bold yellow.....lb.	0 3 3 @0 3 8	
splits .....lb.	0 3 0 @0 3 3	
Ceylon seeds.....lb.	0 5 4 @0 5 5	
Cassia fistula paste, 10 cases offered, 5 sold†:—		
Macassar .....cwt.	0 45 0	
Cinchona bark, 28 bales offered, 14 sold:—		
fair broken quill, 2.53% quin. sulph., and 7.33% total alkaloids. lb.	0 0 7	
sea-damaged .....lb.	0 0 5¾@0 0 6	
Cinnamon bark, 15 bales offered, 7 sold*. .....cwt.	0 21 0	
Dragon's blood, 33 cases offered, 3 sold:—		
fine reboiled small lump.. cwt.	26 10 0	
Gum arabic, 69 bags offered, 15 sold*:—		
Kodofan, ordinary siftings. cwt.	0 40 0 @0 47 6	
Gum benzoin, Sumatra, 117 cases offered, 10 sold:—		
thirds, barky, few bold almonds .....cwt.	5 17 6†	
Gum guaiac, 4 bags offered, 4 sold:—		
drossy block, mixed little glossy block.....lb.	0 0 11	
Henna leaves, 18 bags offered, 5 sold:—		
fair stalky green.....cwt.	0 42 6	
Honey, Jamaica, 402 packages offered, 34 sold:—		
set good pale to white.. cwt.	0 50 0 @0 53 0	
San Domingo, 19 casks offered, 1 sold:—		
set, fine pale.....cwt.	0 55 0	
Ipecac, Matto Grosso, 12 bales offered, 8 sold:—		
good bold.....lb.	0 13 6	
part moldy bold.....lb.	0 13 0	
Kola nuts, 55 bags offered, 2 sold:—		
St. Lucia, dried halves.lb.	0 0 4½	
Mint, 1 bale offered, 1 sold:—		
French, dry and stalky.cwt.	0 82 6	
Poppy heads, 4 cases offered, 4 sold:—		
per 1,000.....	0 32 6	
Rhapontica root, 65 bags offered, 10 sold†:—		
rough round medium to bold, good pinky break, lb.	0 0 8	
Rhubarb, Chinese, 93 cases offered, 7 sold:—		
Shensi, flat, good, small, good fair pinky break, lb.	0 3 9	
round, medium, half pinky break, half grey to dark.....lb.	0 3 8	
high dried pale coated rough round horny, two-thirds pinky break, one-third dark.....lb.	0 1 7	
Sarsaparilla, Jamaica, gray, 14 bales offered, 9 sold:—		
fair fibrous.....lb.	0 2 3	
native, 36 bales offered, 10 sold:—		
good dark red.....lb.	0 1 7	
yellow .....lb.	0 1 5 @0 1 6	
Senna, Tinnevelly, 291 bales offered, 19 sold:—		
pods, good to fine hand-picked .....lb.	0 0 6½@0 0 6½	
dark .....lb.	0 0 2¾	
Alexandrian, 104 bales offered, 1 sold:—		
brown Mecca*.....	0 0 9	

* Offered "without reserve."
† Sold subject to holder agreeing.

Dyestuffs and Tanstuffs

Tanning Materials

(*Continued from page 61*)

look for a price improvement was apparent.

Nutgalls.—Apart from a moderate amount of routine business moving in this product the market was without important change. Underlying conditions were said to be quite firm on the whole.

Quebracho.—The steadiness of the various extracts led to a large and continuous contract movement for the account of the tanners. There was also a fair amount of foreign inquiry, all of which was being taken care of on the basis of the ruling prices.

Sumac.—No departure from the minimum price basis of $75 per ton for the Sicilian grades came under review last week. No large orders had been forthcoming from the tanners; hence conditions were rather quiet on the whole.

Valonia.—Offerings were not as free as they had been. The tone was irregular, with offers of the beards uncovered from some directions down to $48 to $49 per ton, a concession of $1, whereas cups were priced $1 higher at $32 per ton and mixtures at about the same prices as ruled the week previously.

Wattle Bark.—A condition of underlying steadiness showed itself in this product last week. Offers were being made on the basis of $44.50 to $45 per ton, which was a decline of 50c.

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Essential Oils

Orange Oil Cut Again as Californian Production Seeks Sales Outlet—Neroli Up—New Patchouli Cost Higher

Business in the essential oil market last week was reported to be fairly active. While orders were not generally large in size, they were numerous as concerned smaller amounts of a fairly wide range of materials. The weakest group was that of citrous oils. The firmest seemed to be numerous French products. The balance of the oils seemed to be steady so far as prices were concerned, but some of the American products were thought to be basically unsettled.

Citrous oils were noted for weakness. Orange oil has been hit badly, but the position of lemon is not a great deal different; it is mainly a matter of degree. Two factors affect the orange oil market, being supply and demand. The supply is huge. California has an output of oil this year that has almost entirely offset the alleged underproduction in Italy and France where freezing weather last winter cut the crop of oranges sharply. Incidentally, it was cold weather that made possible the bumper crop of California oil. The freeze last winter increased the number of culls used in production of oil, there being a high percentage of fruit not graded as first class for eating, but entirely satisfactory for production of oil. Lemon has been in similar position. The other factor has been demand. Cool to cold temperature and widespread rain has curtailed demand so sharply as to become an added element in the weakening of citrous oil prices.

French products might be generally described as firm to strong. Geranium, neroli, and lavender oils were noted for lack of unsettlement regardless of demand. Prices for neroli were advanced sharply on the spot last week and so severely in France as to make for record high prices in some of the preferred brands. The position of neroli is due solely to underproduction caused by the loss of the orange flower crop last winter. Algerian geranium was raised in price on the spot. The upward revision resulted in a normal price relationship being re-established between Algerian and Bourbon oils; for a long time, Bourbon had been priced higher than Algerian.

Distillation of patchouli has started again and the distillers find higher production costs facing them. The cost of raw material is considerably higher than it was when the previous large distillation took place. Therefore, prices for patchouli oil were advanced sharply and very suddenly as well as rather unexpectedly, so far as buyers had been concerned.

Price Changes

Prices were changed during the past week as follows:—

Advanced	Reduced
Citronella, Java, 2c. per lb.	Cassia, 5c. per lb.
Croton, 25c. per lb.	Lemon, Messina, 5c. per lb.
Geranium, Algerian, 50c. per lb.	Orange, American, expressed, 25c. per lb.
Neroli, bigarde, $10 per lb.	Messina, 15c. per lb.
petale, $50 per lb.	West Indian, 15c. per lb.
Patchouli, $1.25 per lb.	

Comparative Values

Index numbers compiled from twenty typical essential oils on the basis of a normal of 100 for August 1, 1914, compare as follows:—

Last week.	Prev. week.	Last month.	Last year.
198.3	199	200.5	175.7

Price changes made on Saturday up to noon and other last-minute market developments are reported on page 2.

Anise. — Though no lower in price, this article was still subject to a deal of competition and the price position could hardly be called steady. Demand did little to check the competitive attitude of most sellers.

Bay. — Quotations held unchanged, but the market was still one of considerable uncertainty and competition among the various importers. Prices ranged rather widely, according to the quality of oil available on the spot and in the primary market.

Bergamot. — Buyers' replacements were limited and the market remained favorable to those in need of oil and willing to submit a bid for certain brands. Top quality merchandise was held rather steadily.

Bois de Rose. — Small trading was the general rule on the spot, and for the most part conditions seemed to favor buyers rather than sellers. Stocks seemed to be plentiful and to show a first cost permitting shading when orders should prove exceptionally attractive.

Camphor. — Strong undertones persisted, but not so much was heard relative to a further and probable advance in spot quotations. Stocks and offerings at all points were still small, but buyers were no longer so pressing in their requirements.

Capsicum Oleoresin. — Raw material seemed to have an easier undercurrent without bringing about any very great reduction in the cost of producing oleoresin capsicum. Demand for the latter was strictly routine during the past week.

Caraway.—Business was moderate in volume and took place in a rather steady market. Prices were free from competition, the tendency being to accept orders at full market prices, but to refuse most bids.

Cassia.—Quotations were as low as $1.55 per pound, but the market might more generally be called $1.60 to $1.70 per pound, according to seller and quantity. Competition was the basis of most transactions—and there were none too many sales of important size during the past week.

Cedarleaf.—Stocks were light and prices were generally strong. Some sellers quoted prices at least 25c. over the minimum quotations for spot deliveries. Stocks were not subject to early and ample increase.

Cedarwood. — Prompt shipment offerings were nil; the principal producers are sold ahead for several months and will now book only contracts for much later delivery. Demand on the spot was rather routine most of the period.

Citronella.—Java oil continued to gain strength and advances last week placed the market 2c. higher at 55c. to 58c. per pound. Not a chance of shading existed locally. This reflected the rising cost in the primary market. Ceylon oil was firmer, but no change was made in quotations.

Clove. — The extraordinarily high price for clove spice would warrant an advance in oil prices. Absence of much demand is said to be holding back a movement that would no more than cover the present replacement cost of oil.

Croton. — Quotations were generally 25c. higher at $1.50 to $1.75 per pound, the rising cost here being a reflection of higher replacement quotations and a generally good request for spot and later deliveries.

Cubeb.—Limited demand was the rule here, but the market kept steady in view of the rather well sustained cost of production based on cubeb berries at current primary market prices.

Erigeron.—Despite the fact that in a few months a new crop will be distilled, this article appears to be limp and sluggish without the saving grace of an occasional shading of price to book an order.

Eucalyptus.—Indications are that the principal consuming industries will pay comparatively high prices for new merchandise from the primary market. Present demand is strictly jobbing and routine in character.

Geranium.—Algerian oil was advanced more last week; the rise was 50c. to the basis of $5 to $5.25 per pound, putting the article above Bourbon oil at $4.75 to $5 per pound. Incidentally, the relative positions of the two oils is now normal. Replacement costs were uniformly high and strong.

Ginger.—Most sellers were $6.25 per pound minimum, but in one quarter the deliveries were still being made at 6 per pound. Raw material was advanced further in a strong market and seemed to be due for still further rise in the not far distant future.

Hemlock. — Very fair sized demand was current, but the bulk of orders called for jobbing lots. Prices displayed firmness and freedom from competition in the terms of price shading. This was due to the stable prices prevailing at the primary source of further stocks.

Juniper.—The wide range in prices covered, mainly, questions of quality. Demand was said to be very good and about normal for the current time of year.

Lavender. — News from abroad featured firmness of prices and indicated that early estimates do not point toward a serious increase in production when distillation of the new crop begins. Spot quotations at the present

Current prices on essential oils are listed in the alphabetical arrangement of current market quotations beginning on page 5.

D. W. HUTCHINSON & CO., Inc.
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ESTABLISHED 1895

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MONTREAL: 10 ST. HELEN STREET
NATIONAL CITY CALIFORNIA

D&O ESTABLISHED IN 1798 *The Standard of Quality!*
MESSINA ESSENCES
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The leading brand
DODGE & OLCOTT COMPANY
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The integrity of the house is reflected in the quality of its products

time suggests a very firm market locally.

Lemon.—Competition continued to put the spot market down. The price for Messina oil was $4.15 to $5 per pound according to brand and it would be rather difficult to sell any quantity at either end of the range. American oil was in good supply at $3.75 per pound. Demand was said to be sluggish; principal buyers seemed to have been well covered.

Lime.—Limited holdings were strongly held in view of the difficulties in obtaining additions to spot stocks and also due to the fact that this is the season of the year when consumption gains, if ever. Demand last week showed the stimulus of seasonable conditions.

Mace.—While the price was not openly changed from $1.80 per pound, it was learned that with a firm order in hand there was some chance of its being placed at $1.70 in one quarter. It was impossible to learn how permanent such a price would be in the face of good request.

Neroli.—Cables from some producers in the European zones come in as high as $300 per pound. Spot quotations have gone to $100 to $200 per pound for bigarde and to $150 to $300 for petals. Scarcity has caused the rise in prices here and abroad. It will be many months before another crop will have a chance to influence prices.

Orange.—Price cuts were the rule. Huge production in California has brought about pressing offers of good quality oil at prices so reasonable as to reduce the size of the market for the Messina and West Indian oils. The quotations were:—American, expressed, $5 to $5.10 per pound; Messina, $5.10 to $6.50; West Indian, $5.10 to $5.50. Most factors in the trade admit that there is little chance for an early recovery of prices in view of the high production of fine quality domestic oil.

Palmarosa.—Most articles in the class with this article are stronger and show an advancing price position here and in the foreign markets of supply.

Patchouli.—Resumption of production of this oil in this country has taught the producers that raw material is much higher in cost than when the previous distillations were made. Therefore, oil has been sharply advanced to the basis of $7 to $7.25 per pound.

Peppermint.—Conditions suggest the probable shading of current quotations. Based on prices named from the Middle West, such concessions here could be granted and still leave something as profit for the seller. Demand was next door to being nil.

Petitgrain.—The primary source of supply was declared to be in very steady position, eliminating some reports of price weakness and probable decline in the event of firm orders. Local stocks were firmly held in all directions.

Pimento.—The raw material turned easier again last week but the "dope" from the primary market was that spice would not be produced in excess of the production last year. Therefore, the chances for lower prices were quite poor.

Sandalwood.—While deliveries were now fairly normal, the market was still subject to unsettlement owing to internal conditions affecting the production and distribution of oil in this country.

Spearmint.—Inquiries were restricted to jobbing lots; virtually no requirements in excess of hand-to-mouth amounts were current. Therefore, the spot market was a buyers' market in every sense of the word.

ESSENTIAL OILS

H. C. RYLAND, Inc.
161-3 Water St., New York

Trade News Briefs

The Yugoslavik ministry of finance has removed the export duty on pumpkin seeds.

Lacpinin balsam has been classified for duty as pineneedle oil by the United States Customs Court, First Division.

R. G. Bennett, of the purchasing department of Spencer Kellogg & Sons Sales Corporation, Buffalo, was in this city during the week of June 3.

The import prohibition in Tunis on pepper of foreign origin or coming from foreign countries has been withdrawn. The import duty on pepper is 352.60 francs per 100 kilos net.

Ground carob seeds and powdered locust bean gum have been held by the United States Customs Court, Third Division, to be entitled to free entry under paragrph 1584 of the tariff act.

The annual outing of the Oil Trades Association of New York will be held June 13 at Briarcliff, New York. Buses will leave the Whitehall Building, 17 Battery place, this city, at 10 a. m.

The P. H. Callahan Company, Louisville, which is operating an oil storage farm and cold cutting lacquer plant for the Louisville & Varnish Company, is erecting a new manufacturing unit and additional oil storage tanks.

The scholarship recently established by the Textile Color Card Association at the Lowell Textile Institute has been awarded to Margaret Gray Scadding.

Argentine export duties on quebracho logs and quebracho extract remain unchanged during June at 0.81 gold peso per metric ton on logs and 2.04 pesos on extract.

Johnson & Johnson, New Brunswick, N. J., are sponsoring a new radio program June 11, entitled "The College Drug Store." It will be broadcast by the National Broadcasting Company.

Dr. William E. Weiss, vice-president and general manager of Drug, Inc., is convalescing in the Ohio Valley Hospital, Wheeling, W. Va., following an operation for appendicitis, performed May 23.

C. W. Jacob & Allison, importers of gums and other Eastern products, this city, will move to 164 Walker street about July 1. This firm has occupied its present quarters at 18 Cedar street for thirty years.

The dangerous drug ordinance enacted in Trinidad and Tobago last year will become effective July 1. This ordinance regulates the importation, exportation, sale, and use of opium and other dangerous drugs.

The M. J. Merkin Paint Company, this city, has recently placed in operation at its Lyndhurst, N. J., plant, a modern varnish unit, operated by oil burners and provided with the latest fume dispensing system.

Collins Laboratories, Inc., this city, has been chartered at Albany to manufacture cosmetics, with a capital of $10,000. Melvin M. Newberg, Fred W. Link, and Louis Herman, all of this city, are directors and subscribers.

The Newberry Lumber & Chemical Company, Newberry, Mich., has purchased all the property and business of the Charcoal Company of America, formerly operated by James D. Lacey & Co., operating agents for the receivers.

D. H. Wescott, representing S. B. Penick & Co., crude drugs, this city, in New England, New York State, and eastern Pennsylvania, has returned to his headquarters in Buffalo after consultation at the New York office of the company.

The United States Senate June 4 authorized its commerce committee to investigate means whereby the Federal government may aid in discovering a successful cure for cancer, and asked the co-operation of public and private agencies interested.

The exports of gum arabic from Sudan during 1928 established a new record for volume at 22,777 tons, values at £724,468. The previous high record was in 1926 when 22,744 pounds were exported, according to the United States Department of Commerce.

Arthur Scrivener, jr., Richmond, Va., and Miss Lorraine Liggett, Chestnut Hill, Mass., were married June 1 at the home of the bride. Mrs. Scrivener is the daughter of Mr. and Mrs. Louis K. Liggett, her father being chairman of the board of Drug, Inc.

The Big River Lead Mining, Milling & Development Company has incorporated at St. Louis with a paid-in capitalization of $150,000. Incorporators are Charles S Eggeman and R. B. Bloeser, each 522 shares; E. C. Dixon, 450 shares, and Anton P. Klein, 6 shares.

John W. Masury & Son, Boston, are planning to reoccupy their remodeled quarters by July 1. More storage space has been gained on the top floor by replacing the pitch roof with a flat roof. The company did not lose one day of business by the fire of last winter.

The Colgate-Palmolive-Peet Company is planning to discontinue operations at the Edgewater, N. J., plant of what was formerly the Palmolive-Peet Company. Due to the consolidation with Colgate, all operations are being centered at the Colgate Jersey City site.

The Bayer Company has leased for a term of twenty-one years from the date of completion the entire twelve-story building now in the course of construction at the southeast corner of Varick and Chambers streets, this city. The building will house the executive offices and the receiving and shipping departments of the company.

A complaint attacking all carload freight rates on soap, soap powder, cleaning, cleansing and scouring compounds, and related articles in the northeastern quarter of the United States has been filed with the Interstate Commerce Commission today by the Procter & Gamble Company, the Colgate-Palmolive-Peet Company, the Gold Dust Corporation, and James S. Kirk & Co. The present fifth-class rates on these commodities in carloads of 36,000 pounds or more, in Official Classification Territory, is declared to be unreasonable, and sixth-class rates are asked.

The South Penn Oil Company, Pittsburgh, has moved its offices from the Peoples Natural Gas Company building to the Chamber of Commerce building, where more commodious quarters are occupied.

Albert Brown, formerly advertising manager of Best Foods, Inc., and the American Linseed Company, has been appointed advertising manager of the Colorado Fuel & Iron Company, Denver.

The F. S. Royster Guano Company, Norfolk, Va., is reported to have under consideration the location of a new plant in Louisiana, East Texas or Arkansas. The plan would call for an outlay of $250,000.

The Textile Color Card Association of the United States, 200 Madison avenue, New York, has issued its 1929 fall season woolen card. This shows forty-six colors, identified by standardized names and cable numbers.

The Coopers Creek Chemical Company, West Conshohocken, Pa., has appointed John A. McMaster general manager. Mr. McMaster was formerly managing director of the Hamilton Tar Products Company, Ltd., Hamilton, Ontario.

In 1928 the Agricultural Corporation of Maryland, affiliated with the Maryland Farm Bureau Federation, sold $69,025 worth of fertilizers. This compares with sales of $69,668 in 1927, and an average of $119,742 in the preceding four years.

Practical pointers in turpentining are given in leaflet 41-L, Good Naval Stores Practice, just published. Copies of the bulletin may be procured without charge, while the supply lasts, by writing to the United States Department of Agriculture, Washington.

George W. Rigby, Salem, Ore., and Reginald L. Wakeman, Weymouth, Mass., of the Massachusetts Institute of Technology have received fellowships for the study of chemistry. The Verges fellowship in advanced chemical engineering has been awarded to Charles R. Johnson, Newton, Mass.

William H. Triest, formerly connected with H. Triest Company, this city, is now engaged in a general importing and commission business at 34 Front street, this city. Mr. Triest will specialize in vanilla beans and chicle, both of which items he handled while with his father's organization from 1922 to 1928.

The Interstate Commerce Commission has canceled proposed increased freight rates on rosin and turpentine from South Atlantic ports to Canadian destinations which would have made these rates higher than the rates from competitive Gulf ports and higher than the usual level of naval stores rates in eastern United States.

Henry Lane Kinnucan, Detroit, and Miss Madeline Weiss, Wheeling, were married in the latter city June 1. The bride is the daughter of Dr. and Mrs. W. E. Weiss, Dr. Weiss being vice-president and general manager of Drug, Inc. Mr. and Mrs. Kinnucan sailed on the "Berengaria" June 5, for a honeymoon in Europe.

A chemical building at the plant of the Gulf & Valley Cotton Oil Company, Gutna, La., was demolished by an explosion, June 5, which killed one man and injured from ten to fifteen others. Officials of the company refused to make any statement as to the cause of the explosion, or estimate the damage done.

The Pro Tex Manufacturing Company, Kansas City, has incorporated with an authorized capitalization of $100,000 to deal in chemicals, chemical compounds, animal food, etc. The incorporators are:—Byron M. Gray, 4,900 shares, and D. L. Reno and C. D. Mason, each 100 shares at $10 par. Ayers Blocher, Kansas City, is the attorney.

John Lee Coulter has been named chief economist of the United States Tariff Commissions. As president of the North Dakota Agricultural and Mechanical College he acted as spokesman for domestic flaxseed producers in recent actions seeking higher duties before the tariff commission and the House committee on ways and means.

The Procter & Gamble Company has awarded $1,675 in prizes for sculpture in soap. More than 3,000 exhibits by both professional and amateur sculptors were on display at the Anderson Galleries, this city, last week. Bertha J. Hansen, of Rutherford, N. J., won the first prize of $300 in the professional group, and Mrs. M. S. Dixon the special prize of $250 in the straight carving section.

Joseph Burge, president of the Peaslee Gaulbert Corporation, Louisville, over the past few months, has resigned in order to retire from business. Mr. Burge started with the company as a stock boy, filled every office, and a few months ago became president, when S. E. Duncan became chairman of the board of directors, a newly created office, which has since been abolished, as Mr. Duncan has resumed the presidency.

MYSORE SANDALWOOD OIL

Most of the genuine sandalwood and all of the best sandalwood grows within the borders of the Mysore state, and is a Government monopoly. No wood is sold and none is distilled except under state supervision. The only sandalwood oil recognized either by the U. S. P. or B. P. is that distilled from the wood of Santalum Album (Fam. Santalacea). As a result, nearly all the Sandalwood Oil used today, is supplied by the Mysore Government directly or indirectly.

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WAUWATOSA WISCONSIN

Gums, Waxes, Shellac

Sandarac Advances After Sharp Price Cut Early Last Week—Sumatra Benzoin Shaded Slightly—Shellac Steady

The general list of gums and waxes was quiet last week. Trading prices seemed to have a steady tone, considering the moderate demand and the moderate sized quantities taken by most manufacturing consumers. Conditions at the various sources of supply showed no important change. For the most part, the import cost of various commodities was steady to firm and little disposition to shade resulted from the inactive interest displayed by most of the local importers and the domestic manufacturing consumers.

Sandarac sold down rather sharply from the closing prices in the previous week. Later on, the market recovered and finally ended the period at a small fraction decline. However, it would require a buyer for consumption and a firm order in hand to accurately determine the degree of firmness which not earlier than November 1, according to many.

Gamboge.—Inquiries were fairly numerous, but they called mainly for jobbing quantities of both mass and pipe and powder. Prices seemed to be fairly steady; at least competition failed to bring out any further concession in spot values, though it had been a buyers' market for several weeks.

Mastic. — Business was hand-to-mouth, consisting of small quantities for immediate delivery. Prices obtained indicated that no potential unsettlement of values was current here and as to the future, the firmness of primary market quotations would seem to eliminate chances for declines in prices later on.

Myrrh.—Strictly a buyers' market prevailed on spot last week. Buyers with firm orders to place stock on

Current prices on gums, waxes, and shellac are listed in the alphabetical arrangement of current market quotations beginning on page 5.

the few holders on spot apparently attach to their openly expressed price views.

Sumatra benzoin was down slightly on the week without the decline being indication of definite weakness in the fundamental position of the article. Mastic was steady under very moderate demand but a well maintained cost in the primary source of supplies. Myrrh was still committed in buyers' favor; prices were not reduced further, however; sellers awaited firm inquiries and then made a special price calculated to turn inquiry into orders.

Camphor was in rather lively demand; tablets and powder were called for progressively and steadily enough to eliminate all trace of weakness from the local market. Aloe was strong in all positions. The shortage in spot supplies alone would have kept prices well maintained. Arabic could scarcely have been stronger. The available stock was very low and seemed to have been earmarked for definite consumption during the weeks ahead.

Waxes were steady but without important price development. The call was principally for smaller quantities. Few buyers were disposed to trade heavily in futures, not seeing the need for such business on the basis of present volume of request.

Shellac appeared to be fairly stable. At least, lack of pressing demand was not reflected in any unsettlement of prices here, and abroad, too. Fluctuations in foreign prices came from day to day without developing a definite trend upward or downward.

Price Changes

Prices were changed during the past week as follows:—

Advanced	Reduced
Shellac, T.N., London, Aug., 9-10c. per lb. Oct., 8-10c. per lb.	Benzoin, Sumatra, 3c. per lb. Sanderac, ½c. per lb.

Gums

Price changes made Saturday up to noon and other last-minute market developments are reported on page 2.

Aloe.—Firm prices were the rule, due to supply being highly conservative. Inquiries were active and an excellent amount of jobbing business was done. The tendency in values was distinctly upward.

Arabic.—Reports in all quarters made for a strong market and eliminated all chance for prices being shaded. The available supply in all markets seemed to have been sold, or earmarked for sale, and therefore no opportunity for accumulating a spot surplus existed. Prices were strongly supported by demand that indicated numerous manufacturing requirements had not been covered.

Benzoin.—Sumatra gum sold at a 3c. decline; the market was 35c. to 37c. per pound, according to seller and quantity. The quality was U.S.P. The concession resulted mainly from the inconspicuous call for prompt deliveries of late.

Camphor.—Inquiries continued to be lively for tablets and powder, resulting in a very firm tone prevailing in spot prices and keeping competition rather aloof from the spot market at the present time. Reports from the primary source of supply indicated undertones there to be very firm, with price tendency upward, if any. Of course, the future attitude of the Japanese may depend on the ultimate tariff duties to be enacted when the tariff measure is passed, probably excellent chance of forcing further concessions in prices if the quantities needed were sufficiently attractive to local dealers. Stocks seemed to be ample.

Olibanum.—Business was small last week. Prices remained steady mainly because the first cost of spot supplies had been such as to make current quotations hardly subject to shading if a profit to the seller was to result from transactions during the period under review.

Sandarac.—Sales were made last week at 67c. per pound, delivery being made from goods on the dock and the price being f.o.b. New York. The openly made price of the dollar alleged to have done the above business was 69½c. to 70c.

Waxes

Bees.—Undertones abroad were quite firm and the market prices there seemed to be well maintained on the basis of somewhat higher cables recently received. Better feeling was current in local circles. Demand showed improvement and prices were less subject to occasional shading than had been noted from time to time.

Candelilla.—The movement into consumption was strictly routine, but the market kept a firm undertone due to the well-maintained cost of replacement.

Carnauba. — The primary market showed a disposition to be independent of the lack of demand from the spot market. Sales were reported made to Europe in a volume that checked sharply against the inactivity of spot demand at the present time. Maintenance of quotations in the primary market was paralleled on the spot.

Japan. — Undertones were steady, considering the rather inactive character of spot demand at the present time.

Shellac

Prices in London showed a slight advance on the week. In Calcutta they were virtually unchanged from those quoted a week ago. On the spot they were firm. Considerable business was done locally. Consumers chose to buy rather amply of supplies available on the spot at rather favorable prices. Therefore, so far as orange gum was concerned, the week on spot might be called rather satisfactory. No such business was reported for the primary market, though the purchases out of spot supplies led the seller to replace the sold merchandise by purchases of shipment goods in the Calcutta market. Demand for bleached shellac was called fair in volume, though the trade as a whol elacked formatice strength and expansive activity.

London Shellac Prices

London quotations on shellac for later delivery have been as follows (the quotations in United States currency represent corresponding prices here, which include handling and other charges):—

	June 7		May 31	
	Shillings. cwt.	Cents. lb.	Shillings. cwt.	Cents. lb.
August	196	44½c.	192	43.6
October	199	45.1c.	195	44.3

Day-to-day closing prices were as follows:—

	Per hundredweight— August.	October.
June 1	192s.	196s.
June 3	195s.	198s.
June 4	199s.	202s.
June 5	198s.	201s.
June 6	198s.	200s.
June 7	196s.	199s.

(Continued on page 80)

H. V. F. PRICE Inc., 130 PEARL ST. New York, N. Y.
SHELLAC Cutch Gambier Sumac

JAMES W. BYRNES SHELLAC CO. Incorporated
BLEACHED SHELLAC GUM SHELLAC SHELLAC VARNISHES
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It Makes a Better Varnish
THAT'S ALL

Halowax Oil
No. 1000

A thinly fluid mobile liquid. Leaves no deposit when heated. Is almost colorless. Specific gravity 1.25. Liquid down to —25° F. Congeals at —33° F. Has a standard flash point of about 350° F. Is volatile at 212° F. and slightly so at normal temperatures. Boiling point 500° to 520°. Specific heat between 86° and 140° F. 0.282.

It is insoluble in caustic alkaline solutions and acid solutions except those that are powerful oxidizers.

It is soluble in many organic solvent liquids and oils, the best being carbon tetra-chloride and benzol; is a solvent for many aniline and other dyes, for rubber, gutta percha, many varnish gums and resins and for other waxes when mixed in the molten state, and for mineral and vegetable oils.

It is neutral and non-corrosive to metals, free of moisture and will not absorb moisture.

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New York Imports

ACID, CRESYLIC—36 dms, 28,800 lbs, W A Foster & Co, Albertic, Liverpool
72 dms, 57,600 lbs, Monsanto Chem Works, Albertic, Liverpool
36 dms, 17 cwt, 7 qtrs, 1 lb, American Cyanamid Co, Bellflower, Manchester
OXALIC—20 cks, 10,236 lbs, Roessler & Hasslacher Chem Co, Anaconda, Rotterdam
STEARIC—40 bgs, C R Spence & Co, Volendam, Rotterdam
TARTARIC—220 cks, 26,400 lbs, Wm Neuberg, Volendam, Rotterdam

ALCOHOL, DENATURED—72 dms, Browne Trading Corpn, Matura, St Croix
7 cs, Browne Trading Corpn, Matura, St Croix
60 dms, C Esteva, Cornelia, Arecibo

ALOES—127 cs, Selma Mercantile Corpn, Prins Fred Hendrik, Curacao

ALTHEA ROOT—7 bgs, S B Penick & Co, Inc, Rigel, Leghorn

AMMONIA CARBONATE—40 cks, 22,000 lbs, J C Wiarda & Co, Cameronia, Glasgow

ANISE—100 bgs, 11,900 lbs, Knickerbocker Mills Co, Hektor, Malaga
50 bgs, 5,500 lbs, King & Howe, Hektor, Malaga
36 bgs, 2,301 lbs, Peek & Velsor, Inc, Cabo Mayor, Marseilles

ANTIMONY REGULUS—140 cks, C Gitlan & Co, Inc, Arabic, Antwerp
SULPHURET—4 cks, General Rubber Co, Minnewaska, London

ARGOLS—426 bgs, Chas Pfizer & Co, Exmouth, Oran
840 bgs, Chas Pfizer & Co, Hektor, Marseilles
283 bgs, Tartar Chemical Works, Hektor, Marseilles
124 bgs, Chas Pfizer Co, Cabo Mayor, Valencia
701 bgs, Harshaw Chem Co, Antonio Lopez, Tarragona
301 bgs, Chas Pfizer & Co, Antonio Lopez, Alicante

ARROW ROOT—13 cs, J P Smith & Co, Minnewaska, London

ARSENIC, BLACK—71 bbls, American Smelting & Refining Co, Mexico, Tampico
11 bbls, B M O'Hara, Mexico, Tampico
WHITE—110 bbls, American Smelting & Refining Co, Mexico, Tampico

ARTISTS' MATERIAL—9 cs, Gallagher & Ascher, Volendam, Rotterdam
5 cs, Winsor & Newton, Minnewaska, London

ASPHALT, LIQUID—15,221 pkgs, Anglo-Mexican Petroleum Co, H C Flood, Tampico

BARK, MEDICINAL—5 bls, R Desvernine, Munamar, Nassau
1 bg, R Desvernine, Munamar, Nassau

BAY RUM—60 cs, Yglesias & Co, Cornelia, San Juan

BENZOL—1 cs, 15 tons, Charles Hardy, Inc, Hagen, Hamburg

BISMUTH—1 cs, Mallinckrodt Chem Works, Mexico, Tampico

BLUE, ULTRAMARINE—4 cks, Kentler Bros, Arabic, Antwerp
WASHING—228 bgs, Recketts, Ltd, Kyno, Hull

BONE MEAL—436 bgs, Ore & Chemical Corp, Hamburg, Hamburg

BRISTLES—18 cs, Chesnut Cooper & Co, American Banker, London
27 cs, Block Bros, Minnewaska, London
10 cs, H Schroeder Banking Corp, Minnewaska, London
2 cs, Irving Trust Co, Minnewaska, London
16 cs, Minnewaska, London
1 cs, M Boverman & Son, Hamburg, Hamburg
15 cs, Sigmund Yatter, Hamburg, Hamburg
5 cs, National City Bank, Hamburg, Hamburg
36 cs, F H Cone & Co, Inc, Waukegan, Havre

BRONZE POWDER—19 cs, B F Drakenfeld & Co, Berlin, Bremen
3 cs, E C Ballou, Republic, Bremen
13 cs, Ludwig Erdmann, Inc, Republic, Bremen
15 cs, A C Rempert & Co, Muenchen, Bremen
14 cs, Leo Uhlfelder & Co, Muenchen, Bremen

BUTYL ACETATE—3 bottles, Kuttroff, Pickhardt & Co, Anaconda, Rotterdam
250 dms, Kuttroff, Pickhardt & Co, Anaconda, Rotterdam

CALCIUM METALLIC—16 cs, Charles Hardy, Inc, Waukegan, Havre

CAMPHOR, SYNTH—136 cks, Schering Corp, Westphalia, Hamburg
410 cks, E I du Pont de Nemours & Co, Anaconda, Rotterdam

CANARY SEED—263 bgs, A G Dunn, Exmouth, Casablanca
100 bgs, J Ohana, La Bourdonnais, Bordeaux
125 bgs, Lo Curto & Funk, Hektor, Marseilles

CAPSICUM—2 cs, Orbis Products Trading Co, Mauretania, London

CARAWAY SEED—100 bgs, 11,000 lbs, Catz American Co, Volendam, Rotterdam
200 bgs, 22,000 lbs, I H E C, Volendam, Rotterdam

CARBON DECOLORIZING—600 bgs, 120,000 lbs, Glidden Food Prod Co, Volendam, Rotterdam
22 bgs, 4,400 lbs, L A Salomon & Bro, Volendam, Rotterdam

CARDAMOM—38 pkgs, Bryant & Heffernan, Tivives, Livingston

CAROB BEANS—20 cks, Jos Morningstar & Co, Muenchen, Bremen

CASEIN—667 bgs, Atterbury Bros, De Grasse Havre
200 bgs, A Hurst & Co, La Bourdonnais, Havre
534 bgs, A Hurst & Co, La Bourdonnais, Bordeaux
1,900 bgs, The Kalbfleisch Corp, American Legion, Buenos Aires
654 bgs, Atterbury Bros, Paris, Havre

CASSIA—237 pkgs, H P Winter & Co, Samarinda, Padang
372 bls, 29,760 lbs, Catz American Co, Samarinda, Padang
1 bl, G T German, Samarinda, Batavia

CASTOR BEANS—48 bgs, 168 bus, K Mandell & Co, Amazone, Port de Paix
27 bgs, 94 bus, W & A Leaman, Amazone, Port de Paix
4,278 bgs, 14,793 bus, Volkart Bros, Sawokla, Bombay
8,148 bgs, 28,518 bus, Ralli Bros, Sawokla, Bombay
1,426 bgs, 4,991 bus, Volkart Bros, Sawokla, Bombay

CELERY SEED—50 bgs, Richard Shipping Co, Rigel, Marseilles

CHALK, BLOCK—500,000 kilos, 1,100,000 lbs, Kidder, Peabody & Co, Waukegan, Dunkirk

PRECIPITATED—300 bgs, 66,000 lbs, H J Baker & Co, Chicago City, Bristol

CHEMICALS—10 cs, Morana, Inc, Berlin, Bremen
3 cs, Lehn & Fink, American Banker, London
62 cks, Hummel & Robinson, Volendam, Rotterdam
60 cs, Calcyanide Co, Volendam, Rotterdam
11 cks, American Bluefriesveen, Inc, Volendam, Rotterdam
2 dms, Pfaltz & Bauer, Volendam, Rotterdam
250 bgs, Philip Bauer Co, Inc, Volendam, Rotterdam
76 cks, Schmidt, Pritchard & Co, Volendam, Rotterdam
20 cks, The Goldschmidt Corp, Volendam, Rotterdam
35 dms, The Goldschmidt Corp, Volendam, Rotterdam
250 bgs, A Klipstein & Co, Volendam, Rotterdam
636 pkgs, Arabic, Antwerp
3 cs, Sandoz Chemical Works, Arabic, Antwerp
41 cs, Merck & Co, Kingsholm, Gothenburg
14 cs, Mallinckrodt Chemical Works, Kingsholm, Gothenburg
203 bgs, A Klipstein & Co, Hamburg, Hamburg
15 cks, A Hurst & Co, Hamburg, Hamburg
200 dms, Lo Curto & Funk, Hamburg, Hamburg
100 cks, Innis, Speiden & Co, Hamburg, Hamburg
10 cs, Hoffmann La Roche Chemical Works, Hamburg, Hamburg
100 bbls, Hummel & Robinson, Republic, Bremen

COCOA BEANS—338 bgs, Schall, Pavenstedt & Co, Huron, Santo Domingo City
125 bgs, J J Julia & Co, Huron, Samana
52 bgs, Yglesias & Co, Huron, Samana
870 bgs, Yglesias & Co, Huron, Sanchez
396 bgs, Schall, Pavenstedt & Co, Sanchez
200 bgs, Yglesias & Co, Huron, Sanchez
4,324 bgs, Curacao Trading Co, Huron, Sanchez
824 bgs, Schall, Pavenstedt & Co, Huron, Puerto Plata
235 bgs, Schutte & Focke, Huron, Puerto Plata
3,700 bgs, Yglesias & Co, Huron, Puerto Plata
2,070 bgs, E A Canalizo & Co, Huron, Puerto Plata
6,100 bgs, Fruit Dispatch Co, Macabi, Cristobal
140 bgs, F Huth & Co, Macabi, Cristobal
600 bgs, Macabi, Cristobal
594 bgs, Curacao Trading Co, Nyhavn, Santo Domingo City
640 bgs, Yglesias & Co, Nyhavn, Puerto Plata
100 bgs, Porcella Vicini & Co, Nyhavn, Puerto Plata
1,040 bgs, E A Canalizo & Co, Nyhavn, Puerto Plata
2,250 bgs, W R Grace & Co, Santa Cecelia, Guayaquil
1,200 bgs, W R Grace & Co, Santa Cecelia, Bahia
800 bgs, Santa Cecelia, Bahia
38 bgs, Schall, Pavenstedt & Co, Prins Frederik Hendrik, Paramaribo
500 bgs, Antony & Co, Prins Frederik Hendrik, Carupan

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Oil, Paint and Drug Reporter, Inc.

12 cs, F Rudloff, Westphalia, Hamburg
25 cks, Stanley Doggett, Inc, Westphalia, Hamburg
100 bgs, Jungmann & Co, Westphalia, Hamburg
93 dms Innis, Speiden & Co, Westphalia, Hamburg
74 dms, Innis, Speiden & Co, Westphalia, Hamburg
50 dms, Jungmann & Co, Anaconda, Rotterdam
145 cks, Earle & Co, Anaconda, Rotterdam
369 dms, Kuttroff, Pickhardt & Co, Anaconda, Rotterdam
46 dms, H Sheldon Banking Corp, Anaconda, Rotterdam
146 dms, Manahan Chemical Co, Anaconda, Rotterdam
12 cks, A Klipstein & Co, Anaconda, Rotterdam
100 cks, Roessler & Hasslacher Chemical Co, Anaconda, Rotterdam
100 cks, H Sundheimer, Anaconda, Rotterdam
25 cs, Stanley Doggett, Inc, Anaconda, Rotterdam
50 cs, George Luecders & Co, Paris, Havre
10 cs, Hoffmann La Roche Chemical Works, Paris, Havre
5 cs, Sandoz Chemical Works, Paris, Havre
9 cs, Ciba Co, Inc, Paris, Havre
3 cs, E Fougera & Co, Paris, Havre

SALT—50 cks, Chaplan & Bibbo, Volendam, Rotterdam

CHILLIES—82 bgs, A Joensson & Co, Inc, City of Wellington, Mombasa

CHLORBATOL—1 cs, E Fougera & Co, Minnewaska, London

CINCHONA BARK—25 cs, King & Howe, Volendam, Rotterdam

CLAY—508 bgs, M Grunebaum, Volendam, Rotterdam
165 cks, National City Bank, Anaconda, Rotterdam
3 cs, A Hurst & Co, Anaconda, Rotterdam

CHINA—140 bgs, English China Clay Sales Corpn, Chicago City, Bristol

COALTAR INTERMEDIATES—214 cks, General Dyestuff Corpn, Volendam, Rotterdam
252 cks, General Aniline Works, Anaconda, Rotterdam

COCHINEAL—2,100 lbs, Kohnstamm & Co, Laconia, Liverpool
15 bgs, 2,100 lbs, Ultramares Corpn, Essequibo, Iquique

COCOA BEANS—617 bgs, Fruit Dispatch Co, Calamares, Port Limon
12 bgs, K Mandell & Co, Amazone, Port de Paix
324 bgs, Amazone, Port de Paix
268 bgs, Amazone, Jeremie
29 bgs, Scholz & Co, Amazone, Maracaibo
1,000 bgs, Ultramares Corpn, Ancon, Guayaquil
83 bgs, O Gerdan & Co, Ancon, Esmeraldas
80 bgs, Everett Heaney & Co, Ancon, Esmeraldas
2,000 bgs, Ancon, Guayaquil
154 bgs, Bank of America, De Grasse, Havre
457 bgs, La Bourdonnais, Havre
100 bgs, Bank of America, La Bourdonnais, Havre
87 bgs, American Steel Export Co, Alvarado, Port Bolivar
250 bgs, Daarnhonwer & Co, Alvarado, Guayaquil
500 bgs, Alvarado, Guayaquil
100 bgs, Everett Heaney & Co, Alvarado, Bahia
250 bgs, Daarnhonwer & Co, Alvarado, Guayaquil
1,900 bgs, Matura, Trinidad
27 bgs, Gillespie & Co, Matura, Grenada
475 bgs, Royal Bank of Canada, Matura, Grenada
117 bgs, Middleton & Co, Matura, Grenada
423 bgs, A Ricart, Coamo, Santo Domingo City
28 bgs, Yglesias & Co, Coamo, Santo Domingo City
1,433 bgs, Curacao Trading Co, Coamo, Santo Domingo City
282 bgs, Bankdale, Lisbon
500 bgs, Royal Bank of Canada, Prins Frederik Hendrik, Carupan
600 bgs, Prins Frederik Hendrik, Carupan
350 bgs, Prins Frederik Hendrik, La Guaira
1,025 bgs, Prins Frederik Hendrik, Puerto Cabello
1,350 bgs, Lara, Curacao
525 bgs, Lara, La Guaira
1,500 bgs, Scholtz & Co, Lara, La Guaira
150 bgs, National City Bank, Cornelia, San Juan
175 bgs, Royal Bank of Canada, Grangepark, Para
395 bgs, Grangepark, Para

COCONUT—861 bgs, 86,100 lbs, Banana Sales Corpn, Cananova, Pt Antonio
243 bgs, 24,300 lbs, Franklin Baker Co, Cananova, Pt Antonio
3,058 bgs, 305,800 lbs, M A De Leon & Co, Ancon, Cristobal
500 bgs, 50,000 lbs, Dunham Mfg Co, Matura, Trinidad
100 bgs, 10,000 lbs, Barclay Bank, Macabi, Kingston
230 bgs, 23,000 lbs, American Exchange Irving Trust Co, Macabi, Kingston
305 bgs, 30,500 lbs, F W Bussing Co, Macabi, Kingston
3,769 bgs, 376,900 lbs, Franklin Baker Co, Macabi, Kingston
500 bgs, 50,000 lbs, Gillespie & Co, Macabi, Kingston
200 bgs, 20,000 lbs, A Schwartz Corpn, Tivives, Belize
500 bgs, 50,000 lbs, J R Minty & Co, Tivives, Belize
50,000 bgs, Di Giorgio Fruit Corpn, Gatun, La Ceiba
30 bgs, 3,000 lbs, F W Bussing Co, Porto Rico, Mayaguez
60 bgs, 6,000 lbs, Simon Schuttleworth & French, Porto Rico, Aguadilla

COLORS—1 cs, F L Kramer & Co, Berlin, Bremen
30 cs, La Manna Azema & Farnan, De Grasse, Havre
10 cks, Reichard Coulston, Inc, La Bourdannais, Havre
28 cks, Stanley Doggett, Inc, Volendam, Rotterdam
9 bbls, A Hurst & Co, Hamburg, Hamburg
15 cks, Irving Trust Co, Hamburg, Hamburg
4 cs, Fuchs & Lang Co, Republic, Bremenhaven
2 cs, Favor Ruhl & Co, Paris, Havre
2 cs, F L Kramer & Co, Muenchen, Bremen
6 cs, Leo Uhlfelder & Co, Muenchen, Bremenhaven

CERAMIC—1 cs, O Hommel, Muenchen, Bremen

DRY—20 kegs, National City Bank, Carmania, London

EARTH—10 cks, Stanley Doggett, Inc, Volendam, Rotterdam
18 cks, Wishnick Tumpeer, Inc, Muenchen, Bremen
18 cks, Reichard Coulston, Inc, Muenchen, Bremen
10 cks, Scott L Libby Corpn, Muenchen, Bremen

COPRA—465 bgs, 450,450 lbs, Banana Sales Corpn, Cananova, Pt Antonio
29 bgs, 3,770 lbs, Franklin Baker Co, Macabi, Kingston

CORK—20 bales, 2,000 lbs, L Mundet & Sons, Bankdale, Lisbon

DISCS—15 bales, 1,500 lbs, L Mundet & Sons, Bankdale, Lisbon
20 bales, 2,000 lbs, Crown Cork & Seal Co, Excellency, San Felin

WASTE—800 bales, 80,000 lbs, Pennsylvania Trading Co, Exmoor, Algiers
5,129 bales, 512,900 lbs, L Mundet & Sons, Bankdale, Lisbon
48 bales, 4,800 lbs, Lawrence Johnson & Co Hektor, Marseilles
502 bales, 50,200 lbs, Brown & Roese, Cabo Mayor, Marseilles

WOOD—3,351 bales, 335,100 lbs, Pennsylvania Trading Co, Exmouth, Casablanca
2,191 bales, 219,100 lbs, Pennsylvania Trading Co, Exmouth, Algiers
1,232 bales, 123,200 lbs, Lawrence Johnson & Co, La Bourdannais, Bordeaux
642 bales, 64,200 lbs, L Mundet & Sons, Bankdale, Lisbon

CORK, WOOD—277 bales, 27,700 lbs, L Mundet & Sons, Bankdale, Lisbon
6,660 bales, 566,000 lbs, L Mundet & Sons, Volendam, Rotterdam
161 bales, 16,100 lbs, L Mundet & Sons, Volendam, Rotterdam

CORIANDER SEED—125 bgs, J J Toledano & Co, La Bourdannais, Bordeaux

CUMIN SEED—75 bgs, J Ohana, La Bourdannais, Bordeaux

CUTTLEFISH BONE—Frank Vliet & Co, Inc, La Bourdannais, Bordeaux
100 cs, Hinton & Co, La Bourdannais, Bordeaux
39 cs, Stallmann & Co, Cabo Mayor, Malaga
18 bgs, Stallmnn & Co, Cabo Mayor, Malaga

DIBUTYLAMINE—3 dms, Kuttroff, Pickhardt & Co, Anaconda, Rotterdam

DOGWOOD BARK—50 bgs, Peek & Velsor, Inc, Macabi, Kingston

DRAGONS BLOOD—5 cs, R Hilliers Son Co, Inc, Carmania, London

DUTCH METAL—3 cs, B F Drakenfeld & Co, Berlin, Bremen

DYES, ALIZARIN—126 cks, General Dyestuff Corpn, Volendam, Rotterdam
1 cs, General Dyestuff Corpn, Volendam, Rotterdam
32 jugs, General Dyestuff Corpn, Volendam, Rotterdam

ANILIN—88 cks, General Dyestuff Corpn, Volendam, Rotterdam
4 cs, General Dyestuff Corpn, Volendam, Rotterdam
37 jugs, General Dyestuff Corpn, Volendam, Rotterdam
54 cks, Sandoz Chem Works, Lo Bourdonnais, Havre
55 pkgs, The Ciba Co, Inc, La Bourdonnais, Havre
14 cks, The Geigy Co, La Bourdonnais, Havre
41 cyls, Sandoz Chem Works, Arabic, Antwerp
10 cks, Sandoz Chem Works, Paris, Havre
1 cs, Sandoz Chem Works, Paris, Havre
26 cyls, Sandoz Chem Works, Paris, Havre
3 bbls, Carbic Color & Chem Co, Paris, Havre
100 pkgs, The Ciba Co, Inc, Paris, Havre
9 pkgs, The Geigy Co, Inc, Paris, Havre

DYEWOOD—10 bls, Wm Merrell & Co, Vulcania, Trieste

EARTH, INFUSORIAL—50,260 kilos, 110,572 lbs, Orelite Co, Exmouth, Oran

EPSOM SALT—200 cks, Th Goldschmidt Corpn, Berlin, Bremen
200 bgs, 44,000 lbs, Th Goldschmidt Corpn, Berlin, Bremen

EUCALYPTUS LEAVES—10 bls, 2,420 lbs, Meht & Daniels, Exmouth, Algiers

FENUGREEK SEED—238 bgs, Wm Benkert & Co, Exmouth, Casablanca
110 bgs, J Ohana, La Bourdonnais, Bordeaux

FERROCHROME—34 cs, W R Grace & Co, Kungsholm, Gothenburg

FLAXSEED—5,606,512 kilos, 227,861 bus, Spencer Kellogg & Sons, Manchester, Rosario
4,537,700 kilos, 181,508 bus, Archer, Daniels, Midland Co, Terrier, Santa Fe
743,700 kilos, 29,748 bus, Archer, Daniels, Midland Co, Terrier, San Pedro
2,378,600 kilos, 95,144 bus, Archer, Daniels, Midland Co, Terrier, Buenos Aires
10,448 bgs, 22,985 bus, Bunge North Amer Grain Co, American Legion, Buenos Aires
8,423 bgs, 18,530 bus, L Dreyfus & Co, American Legion, Buenos Aires

FLORAL WATER—3 cks, Lo Curto & Funk, Hektor, Marseilles

FLOWERS, MEDICINAL—13 bls, J L Hopkins & Co, Vulcania, Trieste

FLUORSPAR—500 tons, W H Muller & Co, Bankdale, Toalon
900 tons, E J Lavino & Co, Hektor, St Raphael
300 tons, Rogers, Brown & Crocker Bros, Hektor, St Raphael
158 tons, Rogers, Brown & Crocker Bros, Hektor, Palamas

FULLERS' EARTH—200 bgs, 40,000 lbs, L A Salomon & Bro, Chicago City, Bristol

GAMBIER—850 cs, E E Androvette, Laomedon, Singapore

GELATIN—10 cs, Paul Puttman, Berlin, Bremen
10 bbls, G J Schildt, Volendam, Rotterdam
150 bgs, Heicke Gelatine Works, Hamburg, Hamburg
75 cs, W E Miller, Paris, Havre

GENTIAN ROOT—40 bls, King & Howe, Cabo Mayo, Marseilles

GINGER ROOT—50 bgs, Park, Benziger & Co, Macabi, Kingston

GLASS, PLATE—10 cs, Eureka, Glass Works, Arabic, Antwerp
3 cs, Bostock, Rhodes & Co, Arabic, Antwerp
3 cs, Semon, Bache & Co, Arabic, Antwerp
25 cs, Mark Bros, Arabic, Antwerp
6 cs, Myer Plate Glass Co, Arabic, Antwerp
6 cs, French-American Banking Corpn, Arabic, Antwerp
77 cs, L Solomon & Son, Arabic, Antwerp
28 cs, Brown Bros & Co, Arabic, Antwerp
17 cs, Schrenk & Co, Arabic, Antwerp
2 cs, Semon, Bache & Co, Republic, Bremerhaven

SHEET—50 cs, L Solomon & Son, Hamburg, Hamburg
5 cs, Manufacturers Trust Co, Hamburg, Hamburg
12 cs, Myer Plate Glass Co, Hamburg, Hamburg
91 cs, Schrenk & Co, Hamburg, Hamburg
362 cs, Bienenfeld Import Co, Hamburg, Hamburg
437 cs, Royal Glass Works, Hamburg, Hamburg
38 cs, Bienenfeld Import Co, Westphalia, Hamburg

WINDOW—15 cs, Leo Popper & Sons, Laconia, Liverpool
14 cs, Mark Bros, Arabic, Antwerp
1,058 cs, National City Bank, Arabic, Antwerp
90 cs, Schrenk & Co, Arabic, Antwerp
100 cs, Myer Plate Glass Co, Arabic, Antwerp
458 cs, Pittsburgh Plate Glass Co, Arabic, Antwerp
10 cs, Leo Popper & Son, Arabic, Antwerp
1,137 cs, Semon, Bache & Co, Arabic, Antwerp
365 cs, J H Werbelowsky & Sons, Arabic, Antwerp
3,071 cs, Royal Glass Works, Arabic, Antwerp
7,769 cs, Bienenfeld Import Co, Arabic, Antwerp
30 cs, Leo Popper & Son, Hamburg, Hamburg
46 cs, Royal Glass Works, Hamburg, Hamburg
14 cs, Semon, Bache & Co, Republic, Bremerhaven
23 cs, Semon, Bache & Co, Albertic, Liverpool

GLUE—57 bls, W E Miller, De Grasse, Havre
210 pkgs, W E Miller, La Bourdonnais, Havre

GLUE—41 cks, T M Duche & Sons, Arabic, Antwerp
1 cs, T M Duche & Sons, Arabic, Antwerp
40 bgs, G H Hemmel, Kyno, Hull
5 cks, H Wilhelm Co, Inc, Kyno, Hull
50 cks, Rex & Reynolds, Kyno, Antwerp

GLYCERIN—27 dms, E I Dupont de Nemours Co, Calamares, Havana

GRAPHITE—134 bgs, 29,480 lbs, International Ore & Metal Selling Co, La Bourdonnais, Havre
281 bgs, 61,820 lbs, Asbury Graphite Mills, Paris, Havre

GREASE, WOOL—100 bbls, Pfaltz & Bauer, Berlin, Bremen
100 cks, A Klipstein & Co, Berlin, Bremen
90 bbls, Pfaltz & Bauer, Muenchen, Bremen

GUM—23 cs, E Meer & Co, Minnewaska, London
9 bgs, E Meer & Co, Minnewaska, London
7 bbls, A Ricart, Huron, Azua
8 bgs, Davis & Hough, Inc, Hektor, Marseilles
19 bgs, Herrick & Voigt, Hamburg, Hamburg

ARABIC—120 bgs, Frank Vliet Co, Inc, Sawokla, Bombay
1 cs, Aries Co, Hektor, Marseilles

CHICLE—207 bgs, Chicle Development Co, Tivives, Belize

COPAL—64 bgs, Guaranty Trust Co, Laomedon, Singapore
64 bgs, Brown Bros & Co, Laomedon, Singapore
245 bgs, G W S Patterson & Co, Arabic, Antwerp
175 bgs, A Klipstein & Co, Samarinda, Macassar
247 baskets, Innes & Co, Samarinda, Macassar
195 baskets, Philadelphia Natl Bank, Samarinda, Macassar
143 baskets, France, Campbell & Darling, Samarinda, Macassar
104 baskets, W H Scheel, Samarinda, Macassar
61 baskets, G W S Patterson, Samarinda, Macassar
206 baskets, McKesson & Robbins, Samarinda, Macassar
148 baskets, M L Van Norden, Samarinda, Macassar
403 baskets, Paterson, Boardman & Knapp, Samarinda, Macassar
504 baskets, A E Claus & Co, Inc, Samarinda, Macassar
146 bgs, Stroock & Wittenburg, Samarinda, Macassar

DAMMAR—50 cs, G W S Patterson & Co, Laomedon, Singapore
50 cs, Guaranty Trust Co, Laomedon, Singapore
127 baskets, A Klipstein & Co, Samarinda, Macassar
71 baskets, Paterson, Boardman & Knapp, Samarinda, Macassar
100 cs, Innes & Co, Samarinda, Padang
100 cs, Guaranty Trust Co, Samarinda, Batavia
100 cs, S Winterbourne & Co, Samarinda, Batavia
100 cs, L C Gillespie & Sons, Samarinda, Batavia
200 cs, A Klipstein & Co, Samarinda, Batavia
8 cs, American Gum Importers Assn, Samarinda, Batavia

ELEMI—80 cs, G H Lincks, Laomedon, Manila

ESTER—10 bbls, M Reiss, Vulcania, Trieste

KARAYA—438 bgs, Frank Vliet Co, Inc, Sawokla, Bombay
266 bgs, T M Duche & Sons, Sawokla, Bombay
134 bgs, Thurston & Braidich, Sawokla, Bombay

MASTIC—20 cs, S B Penick & Co, Inc, Byron, Piraeus

OLIBANUM—3 cs, Meyer Bros Drug Co, Vulcania, Trieste

SANDARAC—24 cs, 3,273 lbs, Corn Exchange Bank, Exmouth, Casablanca
16 bbls, 4,932 lbs, Corn Exchange Bank, Exmouth, Casablanca
8 bbls, 2,303 lbs, G H Lincks, Exmouth, Casablanca

TRAGACANTH—60 bgs, Frank Vliet Co, Inc, Sawokla, Bombay

YACCA—300 bgs, Canadian Highlander, Pt Adelaide

HARDENING POWDER—80 dms, R F Downing & Co, Minnewaska, London

HEMATITE AND MAGNETITE—6,000 tons, Bethlehem Steel Co, Gypsum King, Barquiro

HERBS, MEDICINAL—34 bgs, 4,873 lbs, Exmouth, Algiers
27 bls, Peek & Velsor, Inc, Vulcania, Trieste
3 bgs, Parke Davis & Co, Vulcania, Trieste
10 bls, Peek & Velsor, Inc, Vulcania, Trieste
3 bls, S B Penick & Co, Vulcania, Trieste
3 bls, Wm Merrell & Co, Vulcania, Trieste
3 bls, Meht & Daniels, Hamburg, Hamburg
2 bgs, Meht & Daniels, Hamburg, Hamburg
49 bgs, S B Penick & Co, Inc, Westphalia, Hamburg
2 bls, S B Penick & Co, Inc, Westphalia, Hamburg

INDIGO—1 ck, General Dyestuff Corp, Volendam, Rotterdam

IODINE—8 kgs, Nash, Watjen & Bangs, Ltd, Essequibo, Antofogasta
94 bbls, Nash, Watjen & Bangs, Ltd, Essequibo, Tocopilla
22 kgs, Nash, Watjen & Bangs, Ltd, Essequibo, Iquique

IPECAC ROOT—3 bgs, Hollinghurst & Co, Ancon, Panama
6 pkgs, Ultramares Corp, Metapan, Cartagena

IRISH MOSS—10 bls, 2,235 lbs, John Schoenegan, Waukegan, Havre
10 bls, C H Reisig, Paris, Havre

IRON OXIDE—174 bbls, 93,786 lbs, J Lee Smith & Co, Hektor, Malaga
82 bbls, 61,600 lbs, C K Williams & Co, Hektor, Malaga
160 bbls, 88,000 lbs, Smith Color & Chem Co, Hektor, Malaga
100 bbls, 55,000 lbs, Hummel & Robinson, Hektor, Malaga
146 bbls, 77,264 lbs, C J Osborn & Co, Hektor, Malaga
23 bbls, 11,132 lbs, Smith Color and Chemical Co, Hektor, Malaga
10 cks, 6,000 lbs, J H Rhodes & Co, Albertic, Liverpool
10 kgs, J H Rhodes & Co, Albertic, Liverpool
48 cks, 28,800 lbs, C J Osborn & Co, Chicago City, Bristol
10 cks, 6,000 lbs, J Lee Smith & Co, Kyno, Hull
41 cks, Hummel & Robinson, Mauretania, London

JALAP ROOT—22 bgs, J L Hopkins & Co, Mexico, Vera Cruz

JUNIPER BERRIES—10 bgs, Eli Lilly & Co, Vulcania, Trieste

KAMALA—2 bgs, Pitt & Scott, Sawokla, Karachi

LEAVES, MEDICINAL—41 bls, Peek & Velsor, Inc, Cabo Mayor, Marseilles

LEECHES—3 cs, Midwood Chemical Co, La Bourdonnais, Bordeaux
5 cs, International Druggist & Supply, Inc, La Bourdonnais, Bordeaux

LICORICE ROOT—350 pkgs, Tur Hermanos, Hektor, Tarragona

LIME, HYDRATE—110 bgs, A Klipstein & Co, Carmania, London

LIME JUICE—15 puns, J P Smith & Co, American Banker, London
800 cs, J P Smith & Co, American Banker, London

LITHOPONE—100 cks, 55,000 lbs, C J Osborn & Co, Volendam, Rotterdam
20 cks, 11,000 lbs, Whittaker, Clark & Daniels, Volendam, Rotterdam
1,400 cks, 770,000 lbs, Benj Moore & Co, Kyno, Antwerp

LITHYOL—1 cs, Ehrman-Strauss Co, Arabic, Antwerp

LOGWOOD EXTRACT—20 cs, American Dyewood Co, La Bourdonnais, Havre
20 cks, John Campbell & Co, Macabi, Kingston

MACE—7 bbls, Archibald & Lewis Co, Matura, Grenada
8 bbls, Barclay Bank, Matura, Grenada
20 bgs, Barclay Bank, Matura, Grenada
10 bgs, E L Prior & Co, Matura, Grenada
3 bbls, I Wertheimer & Son, Matura, Grenada
23 cs, Catz American Co, Samarinda, Macassar

MAGNESIA, CALCINED—10 cs, 1,000 lbs, McKesson & Robbins, Laconia, Liverpool

CARBONATE—100 cks, McKesson & Robbins, Laconia, Liverpool
20 cs, 2,000 lbs, McKesson & Robbins, Laconia, Liverpool

MANGANESE ORE — 75 bbls, General Dry Batteries, Inc, Porto Rico, San Juan
19 bbls, Manganite Corp, Porto Rico, San Juan
1,539 bgs, Cornelia, Ponce

MEDICINAL PREPARATIONS — 13 cs, Burroughs, Welcome & Co, Carmania, London
91 cs, G J Wallan, De Grasse, Havre
13 cs, G J Wallan, La Bourdonnais, Havre
48 cs, E Fougera & Co, La Bourdonnais, Havre
4 cs, E Fougera & Co, Minnewaska, London

METHYL ANTHRANILATE — 6 cs, 913 lbs, Geo Lueders & Co, Hamburg, Hamburg

MENTHOL, SYNTH—30 cs, Theo Seltzer, La Bourdonnais, Havre
4 cs, 420 lbs, Schering Corp, Westphalia, Hamburg

MINERAL WHITE — 1,000 bgs, 220,000 lbs, Hammill & Gillespie, Kyno, Hull
300 bgs, 66,000 lbs, C B Chrystal Co, Inc, Kyno, Hull

MUSTARD SEED—300 bgs, Catz American Co, Volendam, Rotterdam
250 bgs, Charles Gulden, Minnewaska, London
330 bgs, Catz American Co, Anaconda, Rotterdam

NICKEL SULPHATE—170 cks, Gallagher & Asher, Albertic, Liverpool

NUT GALLS—33 bgs, African & Eastern Trading Co, Exford, Alexandretta

NUT KOLA—25 bgs, D Steengrafe, Macabi, Kingston
17 bgs, Peek & Velsor, Inc, Macabi, Kingston

NUTMEGS—32 bgs, E L Prior & Co, Carmania, London
40 pkgs, Barclay Bank, Matura, Grenada
199 bgs, Barclay Bank, Matura, Grenada
168 bgs, Royal Bank of Canada, Matura, Grenada
42 cs, E L Prior & Co, Volendam, Rotterdam
35 cs, Catz American Co, Samarinda, Macassar
177 bgs, Van Loan & Co, Samarinda, Macassar
50 bgs, Knickerbocker Mills Co, Samarinda, Macassar
46 cs, Catz American Co, Samarinda, Macassar
80 bgs, Samarinda, Padang

OCHER, POWDERED—44 cks, F L Kramer & Co, La Bourdannais, Bordeaux
55 cks, Hummel & Robinson, Hektor, Marseilles
100 cks, J Lee Smith & Co, Hektor, Marseilles
261 cks, C K Williams & Co, Hektor, Marseilles
40 cks, Wishnick, Tumpeer, Inc, Hektor, Marseilles
34 cks, Scott L Libby Corpn, Hektor, Marseilles
60 cks, Hummel & Robinson, Hektor, Marseilles
284 cks, Reichard Coulston, Inc, Hektor, Marseilles
118 cks, C K Williams & Co, Cabo Mayor, Marseilles
50 bbls, Smith Color & Chem Co, Cabo Mayor, Alicante

OIL, ALMOND—20 cs, Ungerer & Co, American Banker, London
20 cs, Fritzsche Bros, Hektor, Marseilles

ANISE—10 dms, Fritzsche Bros, Laomedon, Hongkong

CAMPHOR—1 dm, Burroughs Welcome & Co, Carmania, London

CINNAMON LEAF—3 dms, Fries Bros, Minnewaska, London

COCONUT—883,670 kilos, 1,504,074 lbs, Samarinda, Sourabaya

COD—150 cks, 7,500 gls, Atlas Refinery Co, Hamburg, Hamburg
500 bbls, 40,000 gls, Kidder, Peabody & Co, Kyno, Hull
325 bbls, 16,250 gls, Robt Badcock & Co, Kyno, Hull
100 bbls, 5,000 gls, Elbert & Co, Kyno, Hull

CODLIVER—110 bbls, 3,300 gls, Wm Benkert & Co, Volendam, Rotterdam
150 dms, United Drug Co, Hamburg, Hamburg
18 bbls, 540 gls, Kyno, Hull

CORN—30 bbls, Wm Porter & Co, Laconia, Liverpool

CROTON — 5 cs, Ungerer & Co, American Banker, London

ESSENTIAL—12 cs, Lo Curto & Funk, Berlin, Bremen
4 cs, Rogers & Gallet, De Grasse, Havre
3 cs, Titan Shipping Co, De Grasse, Havre
6 cs, Parfum de Molyneux, De Grasse, Havre
8 demijs, State Forwarding Co, De Grasse, Havre
1 cs, State Forwarding Co, De Grasse, Havre
4 demijs, Fries Bros, De Grasse, Havre
4 cs, A H Smith & Co, De Grasse, Havre
17 cs, G J Wallan, Inc, De Grasse, Havre
1 cs, Marques D Thorza, De Grasse, Havre
12 cs, Dodge & Olcott Co, La Bourdonnais, Havre
4 cs, P R Dreyer, La Bourdonnais, Havre
4 cs, Geo Lueders & Co, La Bourdonnais, Havre
12 cs, Ungerer & Co, La Bourdonnais, Havre
13 pkgs, G Delawanna, La Bourdonnais, Havre
1 cs, Independent Forwarding Co, La Bourdonnais, Havre
1 cs, Lo Curto & Funk, La Bourdonnais, Havre
2 cs, G W Sheldon & Co, La Bourdonnais, Havre
3 cs, McKesson & Robbins, Lo Bourdonnais, Havre
3 cks, McKesson & Robbins, La Bourdonnais, Havre
12 pkgs, State Forwarding Co, La Bourdonnais, Havre
5 cs, Dodge & Olcott Co, La Bourdonnais, Havre
20 cs, Rogers & Gallet, La Bourdonnais, Havre
58 cs, Coty, Inc, La Bourdonnais, Havre
2 cans, S A de Vries, La Bourdonnais, Havre

OIL, ESSENTIAL—2 cs, Polacks Frutal Works, Volendam, Rotterdam
120 cs, W J Bush & Co, Minnewaska, London
3 cs, J Victori & Co, Orizaba, Havana
3 dms, McKesson & Robbins, Rigel, Alicante
2 cks, E Leleng, Hektor, Marseilles
1 ck, A Chiris & Co, Hektor, Marseilles
6 cs, Lo Curto & Funk, Hektor, Marseilles
25 cks, Lo Curto & Funk, Hektor, Marseilles
3 cs, A Chiris & Co, Hektor, Grasse
2 dms, Lautier Fils, Hektor, Malaga
1 cs, Geo Luecders & Co, Republic, Bremerhaven
6 dms, Geo Lueders & Co, Westphalia, Hamburg
3 cs, Geo Luecders & Co, Westphalia, Hamburg
7 cs, Dodge & Olcott Co, Paris, Havre
1 cs, Brown Bros & Co, Paris, Havre
2 cs, B Reichling, Paris, Havre
1 cs, W J Byrnes & Co, Paris, Havre
4 cs, Maurice Levy, Paris, Havre
2 cs, Bertrand Freres, Paris, Havre
78 cs, Coty, Inc, Paris, Havre
7 cs, Lo Curto & Funk, Paris, Havre
1 cs, Lehn & Fink, Paris, Havre
12 cks, G Delawanna, Paris, Havre
8 cs, G Delawanna, Paris, Havre
7 cs, Ungerer & Co, Paris, Havre
3 cs, Veolay, Inc, Paris, Havre
3 cs, Ybry, Inc, Paris, Havre
17 cs, A Bourjois, Inc, Paris, Havre
6 cs, C W Sellers, Paris, Havre
3 cs, American Express Co, Paris, Havre
1 cs, Saks & Co, Paris, Havre
9 cs, Bank of United States, Paris, Havre
2 cs, Eleto Co, Paris, Havre
1 cs, Rigaud, Inc, Paris, Havre
2 cs, Thomas & Pierson, Paris, Havre
12 cs, Rohner & Gehrig, Paris, Havre
1 cs, Davies, Turner & Co, Paris, Havre
2 cs, Lo Curto & Funk, Paris, Havre
1 cs, Globe Shipping Co, Paris, Havre
2 cs, Houbigant, Inc, Paris, Havre
1 cs, J D Smith & Co, Inc, Paris, Havre
1 cs, G W Sheldon & Co, Paris, Havre
1 cs, R F Downing & Co, Paris, Havre
1 cs, H Jaeckel & Son, Paris, Havre
2 cs, M J Corbett Co, Paris, Havre
1 cs, H Bendel & Co, Paris, Havre

EUCALYPTUS—80 cs, Fritzsche Bros, Canadian Highlander, Melbourne
12 dms, Fritzsche Bros, Canadian Highlander, Melbourne

GERANIUM—4 dms, G Silver Import Co, Exmouth, Algiers
11 cks, J Manheimer, Hektor, Marseilles
1 ck, Davies, Turner & Co, Hektor, Marseilles

GUAIAC WOOD—1 cs, Morana, Inc, Volendam, Rotterdam

LEMON—10 dms, 4,360 lbs, W J Bush & Co, Mongolia, Wilmington
1 dm, 438 lbs, Ungerer & Co, Mongolia, Wilmington
1 dm, 438 lbs, Geo Lueders & Co, Mongolia, Wilmington
10 cs, 609 lbs, Geo Lueders & Co, Mongolia, Wilmington
40 cs, 2,432 lbs, Dodge & Olcott Co, Mongolia, Wilmington

LIME—4 cs, Barclay Bank, Macabi, Kingston

LUBRICATING—125 dms, Schlieman Co, Inc, Hamburg, Hamburg

MUSTARD—5 cs, Heine & Co, Berlin, Bremen
12 cs, 1,848 lbs, Magnus, Mabee & Raynard, Westphalia, Hamburg

OLIVE—50 bbls, 2,500 gls, Leghorn Trading Co, Exmouth, Casablanca
120 dms, Rhode Island Hospital Trust Co, Exmouth, Algiers
25 dms, National Shawmut Bank, Byron, Piraeus
100 cs, 1,000 gls, Neuman-Schwiers Co, Hektor, Marseilles
25 cs, 250 gls, A Chiris & Co, Hektor, Grasse
125 cs, 1,250 gls, Nicelle Olive Oil Co, Hektor, Nice
15 bbls, 750 gls, Brown Bros & Co, Hektor, Malaga
40 dms, Rhode Island Hospital Trust Co, Hektor, Malaga
30 dms, R U Delapana & Co, Hektor, Malaga
100 dms, Strohmeyer & Arpe Co, Hektor, Malaga
100 dms, Chase National Bank, Hektor, Malaga
100 dms, Leghorn Trading Co, Excellency, Malaga
50 dms, Guaranty Trust Co, Excellency, Malaga
25 dms, Banca Di Sicilia Trust Co, Excellency, Seville
25 dms, Interstate Trust Co, Excellency, Seville
50 cs, 500 gls, Banca Com'l Italian Trust Co, Excellency, Seville
100 1,000 gls, Madison State Bank, Excellency, Seville
100 cs, 1,000 gls, Shawmut Bank, Excellency, Seville
100 cs, 1,000 gls, C Basilea, Cabo Mayor, Genoa
100 cs, 1,000 gls, American Grocery Co, Cabo Mayor, Genoa
200 cs, 2,000 gls, Kirsch Bros, Cabo Mayor, Genoa
50 cs, 500 gls, J B Cavagnaro, Cabo Mayor, Genoa
100 cs, 1,000 gls, S Cannizzaro, Cabo Mayor, Genoa
250 cs, 2,500 gls, Italo-French Prod Co, Cabo Mayor, Genoa
150 cs, 1,500 gls, C Basilea, Cabo Mayor, Genoa
125 cs, 1,250 gls, Sam Jacobs, Cabo Mayor, Genoa
100 cs, 1,000 gls, Salvatore Esposito, Cabo Mayor, Genoa
100 cs, 1,000 gls, Cabo Mayor, Leghorn
50 cs, 500 gls, American Express Co, Cabo Mayor, Leghorn
100 cs, 1,000 gls, B Dorman, Cabo Mayor, Leghorn
100 cs, 1,000 gls, Molinelli, Gianmusa & Rao, Cabo Mayor, Leghorn
200 cs, 2,000 gls, B Fillipone, Cabo Mayor, Leghorn
250 cs, 2,500 gls, Italo-French Prod Co, Cabo Mayor, Leghorn
200 cs, 2,000 gls, Kirsch Bros, Cabo Mayor, Leghorn
400 cs, 4,000 gls, S Galle & Co, Cabo Mayor, Leghorn
230 cs, 2,300 gls, G Cresci, Cabo Mayor, Leghorn
150 cs, 1,500 gls, Sclafain Bros, Cabo Mayor, Leghorn
115 cs, 1,150 gls, A B Labate, Cabo Mayor, Leghorn
223 cs, 2,250 gls, Cabo Mayor, Leghorn
400 cs, 4,000 gls, J P Smith & Co, Cabo Mayor, Marseilles
200 cs, 2,000 gls, Bank of America, Cabo Mayor, Malaga

PALM—116 pkgs, Welch, Holme & Clark, Laconia, Liverpool
16 cks, Welch, Holme & Clark, Laconia, Liverpool
50 bbls, Wm Porter & Co, Laconia, Liverpool
283 dms, Daniel Bacon, Albertic, Liverpool
148 bbls, Samarinda, Belawan Deli
387 tons, The Niger Co, West Chetac, Opobo
343 tons, African & Eastern Trading Co, Chetac, Port Harcourt

OIL, PALM—113 dms, W & A Leaman, West Chetac, Donala
84 cks, Comp Francaise de l'Afrique, West Chetac, Donala
107 cks, W & A Leaman, West Chetac, Abonnema

PALM KERNEL—50 dms, Elbert & Co, Kyno, Hull

RAPESEED—75 dms, Wm Porter & Co, Kyno, Hull
50 dms, W R Grace & Co, Kyno, Hull

ROSEMARY—2 dms, Magnus, Mabee & Raynard, Vulcana, Trieste

SEAL—50 cks, Bowring & Co, Silvia, St John's
95 cks, Bank of Nova Scotia, Silvia, St John's

SESAME—206 dms, Smith-Werhman Co, Volendam, Rotterdam
100 dms, Volendam, Rotterdam
304 tons, J Bibby & Son, Albertic, Liverpool

SPERM—100 bbls, J D Irwin & Co, Cameronia, Glasgow
100 bbls, J D Irwin & Co, Cameronia, Glasgow

SULPHUR—300 bbls, 15,000 gls, Leghorn Trading Co, Exmouth, Patras
100 dms, Welch, Holme & Clark, Byron, Piraeus
200 dms, Leghorn Trading Co, Byron, Piraeus
200 bbls, 10,000 gls, E M Sargeant Co, Byron, Piraeus
100 bbls, 5,000 gls, J B Dewsnap & Co, Byron, Patras

ORANGE PEEL—10 bls, Van Loan & Co, Vulcania, Trieste
40 bls, Peek & Velsor, Inc, Vulcania, Trieste
2 bls, Wm Merrell & Co, Vulcania, Trieste

PAINT—112 kegs, Norton, Lilly & Co, Minnewaska, London
2 cs, Norton, Lilly & Co, Minnewaska, London
6 dms, Norton, Lilly & Co, Minnewaska, London
3 bbls, Fezandie & Sperrle, Westphalia, Hamburg

PAPRIKA—50 bgs, M P Kuezor & Co, Hektor, Alicante
30 cs, A Ehlers & Co, Hektor, Alicante
25 bgs, A Ehlers & Co, Hektor, Alicante
30 pkgs, Hektor, Alicante
50 cs, D Kleckner, Cabo Mayor, Alicante
50 bgs, Knickerbocker Mills Co, Cabo Mayor, Alicante
125 pkgs, Hudson Tea & Spice Co, Cabo Mayor, Alicante
25 bgs, Cabo Mayor, Alicante

PARADISE SEED—3 bgs, S B Penick & Co, Inc, Rigel, Marseilles

PARAFFIN—880 bgs, Asiatic Petroleum Co, Carmania, London
2,400 bgs, Asiatic Petroleum Co, Chicago City, Bristol
2,000 bgs, Asiatic Petroleum Co, Samarinda, Balik Papan

PAW PAW JUICE—10 cs, Chase National Bank, Mauretania, London

PEPPER BLACK—280 bgs, Volkart Bros, Carmania, London
1,020 bgs, H P Winter & Co, Samarinda, Telok Betong
750 bgs, Catz American Co, Samarinda, Telok Betong
162 bgs, Parrish Bros, Samarinda, Telok Betong

RED—92 bgs, E L Prior & Co, Carmania, London

PERFUMERY, SYNTH—2 cs, Wangler, Budd Co, Volendam, Rotterdam

PETROLEUM, CRUDE—85,592 bbls, 3,594,864 gls, Standard Oil Co, Christy Payne, Las Piedras
74,163 bbls, 3,114,846 gls, Mexican Petroleum Corpn, J M Danziger, Aruba
116,000 bbls, 4,830,000 gls, Gulf Rfg Co, San Florentino, Aruba, Las Piedras
59,881 bbls, 2,515,002 gls, Warner Quinlan Co, Cities Service Fuel, Aruba
73,001 bbls, 3,066,042 gls, Mexican Petroleum Co, Harold Walker, Aruba
88,519 bbls, 3,717,798 gls, Mexican Petroleum Corpn, Cerro Azul, Aruba
65,000 bbls, 2,730,000 gls, Gulf Refg Co, Beiridge, Las Piedras
81,033 bbls, 3,403,386 gls Warner Quinlan Co, Cecil County, Las Piedras

PHENOL—25 dms, 11 tons, 18 cwt, 10 lbs, The Bakelite Co, Bellflower, Manchester

PHOSPHORUS, RED—1 cs, 151 lbs, C Tennant Sons & Co, Commercial Trader, Sarpsborg

SESQUISULPHIDE—20 cs, 2,976 lbs, Bradley & Baker, Commercial Trader, Sarpsborg
1 cs, 149 lbs, C Tennant Sons & Co, Commercial Trader, Sarpsborg

PIMENTO—47 bgs, 6,580 lbs, J E Kerr & Co, Macabi, Kingston

PITCH COTTONSEED—200 bbls, Allied Asphalt & Mineral Corpn, Kyno, Hull

PLASTER—4,200 tons, United States Gypsum Co, Gypsum Prince, Windsor
4,200 tons, United States Gypsum Co, Gypsum Empire, Windsor
2,150 tons, Atlantic Gypsum Prod Co, Pluto, Cheticamp

POTASH, CARBONATE—20 cks, T C Wygandt, Hamburg, Hamburg
30 cks, Innis, Speiden & Co, Berlin, Bremen
33 cks, A Klipstein & Co, Berlin, Bremen

CHLORATE—500 bbls, 124,300 lbs, Monmouth Chem Corpn, Hagen, Hamburg

MURIATE—300 bgs, N V Potash Export My, Hektor, Barcelona

NITRATE—20 bgs, Davis Nitrate Co, Volendam, Rotterdam
254 bgs, Kuttroff, Pickhardt & Co, Westphalia, Hamburg
2,835 bgs, Kuttroff, Pickhardt & Co, Anaconda, Rotterdam

PUMICE—860 bgs, 58,880 lbs, United States Gypsum Co, Mongolia, Wilmington

QUEBRACHO EXTRACT—8,305 bgs, 996,600 lbs, International Products Corpn, American Legion, Buenos Aires
1,400 bgs, 168,000 lbs, R J Vogel Co, American Legion, Buenos Aires
10,328 bgs, 1,239,360 lbs, Tannin Corpn, American Legion, Buenos Aires

QUICKSILVER—38 flasks, 2,850 lbs, Equitable Eastern Banking Co, Mexico, Vera Cruz
100 flasks, 8,360 lbs, H W Peabody Co, Kyno, Antwerp

QUINCE SEED—10 bgs, E Meer & Co, Minnewaska, London

RAPESEED—150 bgs, F H Van Dam, Waukegan, Havre

RESIN—25 cks, W J Byrnes, La Bourdonnais, Bordeaux

ROOT, MEDICINAL—6 bls, Eli Lilly & Co, Vulcania, Trieste
12 bls, S B Penick & Co, Inc, Vulcania, Trieste
97 bgs, S B Penick & Co, Inc, Rigel, Marseilles
35 bls, King & Howe, Rigel, Marseilles

SAFFRON FLOWERS—1 cs, David Kleckner, Rigel, Barcelona
1 cs, S B Penick & Co, Inc, Rigel, Barcelona

SANDALWOOD BILLETS—923 bgs, Cox Aspden & Fletcher, Sawokla, Bombay

SARSAPARILLA ROOT—5 bls, O Gerdan Co, Macabi, Cristobal
11 bgs, Escho Corpn, Mexico, Tampico
5 bls, Wm Benkert & Co, Mexico, Vera Cruz

SEEDS, MEDICINAL—3 bgs, Meyer Bros Drug Co, Vulcania, Trieste
20 bgs, Rene Moethausen, Rigel, Alicante

SHELLAC—25 cs, A Hurst & Co, Hamburg, Hamburg

SEEDLAC—100 bgs, E E Androvette, Volendam, Rotterdam

SHELLAC, SEEDLAC—200 bgs, E E Androvette, Birchbank, Calcutta
100 bgs, A Kramer & Co, Inc, Volendam, Rotterdam
SIENNA EARTH—25 hhd, 11,847 lbs, J Lee Smith & Co, Cabo Mayor, Leghorn
SOAP—12 cs, Gerhard & Hey, La Bourdonnais, Havre
32 cs, Tracy, Inc, La Bourdonnais, Havre
15 cs, Tracy, Inc, Paris, Havre
6 cs, Globe Shipping Co, Paris, Havre
CASTILE—400 cs, J P Smith & Co, Hektor, Marseilles
150 cs, Neuman & Schwiers, Hektor, Marseilles
PASTE—39 dms, Colgate Palmolive Peet Co, Canadian Highlander, Sydney
SODA, CHLORATE—500 dms, 117,150 lbs, Monmouth Chem Corpn, Hagen, Hamburg
1,680 kegs, Jos Turner & Co, Kingsholm, Gothenburg
CYANIDE—332 tubs, Charles Hardy, Inc, La Bourdonnais, Havre
332 tubs, Charles Hardy, Inc, Paris, Havre
PHOSPHATE—324 bgs, A A Lehman & Co, Volendam, Rotterdam
50 cs, A A Lehman & Co, Volendam, Rotterdam
200 bbls, Harshaw Chem Co, Volendam, Rotterdam
150 cks, Harshaw Chem Co, Volendam, Rotterdam
300 bgs, Harshaw Chem Co, Volendam, Rotterdam
72 cks, Innis Speiden & Co, Westphalia, Hamburg
PRUSSIATE—35 cs, E Dietzgen Co, Volendam, Rotterdam
SULPHATE—375 cks, Kuttroff Pickhardt & Co, Anaconda, Rotterdam
SOLVENT—2 dms, 1,392 lbs, Sherlow Chem Co, Hagen, Hamburg
SPONGES—70 bls, 7,000 lbs, Lasker & Bernstein, Orizaba, Havana
50 bls, 5,000 lbs, J H Rhodes & Co, Orizaba, Havana
19 bls, 1,900 lbs, Fondo Sponge & Chamois Co, Havana
173 bls, 17,300 lbs, Cunard S S Co, Orizaba, Havana
38 bls, 3,800 lbs, Orizaba, Havana
57 bls, 5,700 lbs, Cunard S S Co, Munamar, Nassau
28 bls, 2,800 lbs, Phoenix Shipping Co, Munamar, Nassau
50 bls, 5,000 lbs, J H Rhodes & Co, Munamar, Nassau
4 bls, 400 lbs, American Express Co, Munamar, Nassau
REFUSE—13 bls, 1,300 lbs, Cunard S S Co, Munamar, Nassau
14 bls, 1,400 lbs, J H Rhodes & Co, Munamar, Nassau
5 bls, 500 lbs, R E Marx Co, Munamar, Nassau
1 bl, 100 lbs, American Express Co, Munamar, Nassau
STARCH, POTATO—500 bgs, 115,000 lbs, Arnold Hoffman & Co, Volendam, Rotterdam
STROMONIUM LEAVES—8 bls, Stallman & Co, Vulcania, Trieste
TALC—1,520 bgs, 334,400 lbs, Whittaker, Clark & Daniels, La Bourdonnais, Bordeaux
800 bgs, 176,000 lbs, C B Chrystal & Co, La Bourdonnais, Bordeaux
TAPIOCA, FLAKE—93 bgs, Stein, Hall & Co, Samarinda, Surabaya
FLOUR—530 bgs, National Adhesive Corp, Samarinda, Surabaya
397 bgs, Java-American Export Co, Samarinda, Tjilatjap
11,375 bgs, Stein, Hall & Co, Samarinda, Surabaya
50 bgs, Balfour, Williamson & Co, Samarinda, Surabaya
250 bgs, Catz American Co, Samarinda Batavia
250 bgs, Cafetea Import Co, Samarinda, Batavia
938 bgs, Java-American Export Co, Samarinda, Batavia
4,408 bgs, Stein, Hall & Co, Samarinda, Batavia
252 bgs, Java-American Export Co, Samarinda, Tandjong Priok
750 bgs, National Adhesive Corp, Samarinda, Batavia
788 bgs, Arabol Mfg Co, Samarinda, Batavia
500 bgs, Philadelphia Nat'l Bank, Samarinda, Batavia
575 bgs, Java -AmericanExport Co, Samarinda, Batavia
PEARL—264 bgs, Stein, Hall & Co, Samarinda, Surabaya
TERPINEOL—2 cs, McKesson & Robbins, La Bourdonnais, Bordeaux
THEOBROMINE—10 cs, Maywood Chemical Works, Volendam, Rotterdam
TONKA BEANS—100 cks, American Trading Co, Matura, Trinidad
TURPENTINE, VENICE—51 cs, Magnus, Mabee & Raynard, Vulcania, Trieste
UMBER, EARTH—479 bgs, 50 tons, J Lee Smith & Co, Exmouth, Larnaca
30 cks, Whittaker, Clark & Daniels, Albertic, Liverpool
150 bbls, Davies, Turner & Co, Hektor, Marseilles
VALONIA—5 bgs, Davies, Turner & Co, Hektor, Marseilles
VANILLA BEANS—25 cs, Thurston & Braidich, Mexico, Vera Cruz
6 cs, W E Menhinick & Co, Mexico, Vera Cruz
9 cs, George Luecders & Co, La Bourdonnais, Havre
18 cs, A Chiris & Co, Hektor, Marseilles
VANILLIN—5 cs, Lo Curto & Funk, Minnewaska, London
VARNISH—2 cs, Favor Ruhl & Co, Paris, Havre
3 cs, F L Kramer & Co, Muenchen, Bremen
9 cks, F L Kramer & Co, Muenchen Bremen
4 dms, F L Kramer & Co, Muenchen, Bremen
VERDIGRIS—10 cks, Lo Curto & Funk, Hektor, Marseilles
WAX, ANIMAL—200 cs, Orbis Products Trading Co, Minnewaska, London
BEES—70 bgs, Mexico, Tampico
14 bgs, Will Baumer Co, Carmania, London
31 bgs, D Steengrafe, Orizaba, Havana
11 bgs, A Ricart, Huron, Azua
10 bgs, Selma Mercantile Corp, Huron, Azua
6 bgs, Schutte & Foche, Huron, Barahona
8 cakes, Porcella, Vicini & Co, Huron, Puerto Plata
9 seroons, J J Julia & Co, Huron, Monte Cristi
48 bgs, D Fox & Co, Essequibo, Talcahuano
4 bgs, Porcella, Vicini & Co, Nyhaon, Pt Plata
99 bgs, D Steengrafe, Mandu, Santos
CANDELILLA—66 bgs, W Garrison, Mexico, Tampico
CARNAUBA—34 bgs, F B Ross & Co, Grangepark, Ceara
MONTAN—375 bgs, 57,750 lbs, Strohmeyer & Arpe Co, Hamburg, Hamburg
OZOKERITE—646 bgs, 56,628 lbs, Jos Dick, Westphalia, Hamburg
OZOKERITE, REFINED—50 bgs, Strohmeyer & Arpe Co, Vulcania, Trieste
SPERMACETI—25 cs, Smith & Nichols, Cameronia, Glasgow
50 cs, Smith & Nichols, Cameronia, Glasgow
VEGETABLE—39 bgs, C W Jacob & Allison, Mexico, Tampico
WHITE LEAD—100 cks, Fezandie & Sperrle, Vulcania, Trieste
WHITING—500 bgs, 55,000 lbs, Hammell & Gillespie, Waukegan, Havre
1,000 bgs, 110,000 lbs, Scott L Libby Corp, Waukegan, Havre
500 bgs, 55,000 lbs, Wishnick Tumpeer, Inc, Kyno, Antwerp
WOOD FLOUR—400 bgs, State Chemical Co, Volendam, Rotterdam
400 bgs, Volendam, Rotterdam
200 bgs, F W Schmalz Co, Volendam, Rotterdam
ZINC OXIDE—190 bbls, Philipp Bros, Inc, Arabic, Antwerp

New York Transit Imports

BRONZE POWDER—5 cs, P H Petrey & Co, Republic, Bremenhaven, Milwaukee
CASSIA—167 pkgs, L & R Muller, Samarinda, Padang, Hamilton
CHEMICAL — 20 cs, Volendam, Rotterdam, Chicago
COLORS—2 cks, W J Byrnes & Co, Albertic, Liverpool, Pittsburgh
EARTH—5 cks, Fred Henjes Jr, Republic, Bremenhaven, Rochester
1 cs, Fred Henjes Jr, Republic, Bremenhaven, Rochester
GELATIN—240 cs, Canadian Highlander, Sydney, Toronto
126 cs, Eastman Kodak Co, Volendam, Rotterdam, Rochester
70 cs, Eastman Kodak Co, Hamburg, Hamburg, Rochester
GLASS PLATE — 2 cs, Solomon & Son, Arabic, Antwerp, Chicago
5 cs, Semon Bache & Co, Arabic, Antwerp, Columbus
WINDOW—7,008 cs, Eastman Kodak Co, Arabaic, Antwerp, Rochester
GUM CHICLE—421 bgs, Wm Wrigley, Jr, & Co, Tivives, Belize, Toronto
IPECAC ROOT—4 pkgs, Parke Davis & Co, Metatpan, Cartagena, Detroit
NUTMEG—11 bgs, Gillespie & Co, Matura, Grenada, Toronto
OIL, ESSENTIAL—4 dms, Hektor, Malaga, Montreal
1 cs, Hektor, Malaga, Montreal
EUCALYPTUS—5 cs, Canadian Highlander, Sydney, Toronto
2 dms, Canadian Highlander, Sydney, Toronto
PEANUT—148 tons, J Bibby & Son, Albertic, Liverpool, Toronto
SODA CYANIDE—500 dms, Bellflower, Manchester, Chicago
SPONGES—24 bales, Orizaba, Havana, Montreal

Baltimore Imports

CHALK, PRECIP—36 cks, Erie Railroad Co, Mississippi, London
IRON OXIDE—25 cks, Reichard Coulston, Inc, Clairton, Liverpool
MEDICINAL PREPS—1 cs, W H Masson & Co, Clairton, Liverpool
7 cs, Baltimore & Ohio R R Co, Seattle Spirit, Hamburg
OIL—5 dms, Baltimore & Ohio R R Co, Harburg, Hamburg
FUEL—62,049 bbls, Mexican Petroleum Corporation, Edward L Doheny, Aruba
PALM—52 bbls, Wm H Masson & Co, Clairton, Liverpool
SOD—150 bbls, Baltimore & Ohio R R Co, Clairton, Liverpool
PETROLEUM, CRUDE—86,000 bbls, Standard Oil Co of N J, Chester O'Swain, Las Piedras
119,000 bbls, Standard Oil Co of N J, J A Moffet Jr, Momomal
POTASH CARBONATE—96 cks, Parsons & Petit, Harburg, Hamburg
KAINIT—259 tons, N V Potash Export My, Harburg, Hamburg
MANURE SALT—447 tons, N V Potash Export My, Harburg, Hamburg
MURIATE—447 tons, N V Potash Export My, Harburg, Hamburg
SALTCAKE—1,103 tons, N V Potash Export My, Harburg, Hamburg
SALTPETER—229 cks, Kuttroff, Pickhardt & Co, Harburg, Hamburg
SODA NITRATE—204 cks, Kuttroff, Pickhardt & Co, Harburg, Hamburg

Boston Imports

ACID, CRESYLIC—47 dms, 22 tons, 4 cwt, 3 qtrs, Baird & McGuire, Clairton, Manchester
OXALIC—20 cks, 12,791 lbs, Roessler & Hasslacher Chemical Co, City of Alton, Rotterdam
AMMONIA MURIATE—20 cks, 12,566 lbs, Kuttroff-Pickhardt Co, City of Alton, Rotterdam
ASBESTOS, CRUDE—720 bgs, 50 tons, 2 cwt, 1 qtr, 8 lbs, W D Crumpton Co, Eastern Glen, Beira
BUTYL ACETATE—80 dms, 77,379 lbs, City of Alton, Rotterdam
CHAMOMILE FLOWERS—27 cs, 7,785 lbs, Westpool, Hamburg
CHEMICALS—100 cks, 60,406 lbs, Roessler & Hasslacher Chemical Co, City of Alton, Rotterdam
5 cks, 2,721 lbs, City of Alton, Rotterdam
30 cs, Stone & Downer, Korsholm, Gothenburg
CLAY—556 bgs, 111,544 lbs, Kalbfleisch Corpn, City of Alton, Rotterdam
COCOA BEANS—1,050 bgs, Matura, Trinidad
COCONUT, DESIC—950 cs, Franklin Baker Co, President Monroe, Manila
CORUNDUM ORE—215 bgs, 26,641 lbs, Harrison Supply Co, Westpool, Hamburg
75 tons, bulk, 621 bgs, Eastern Glen, Durban
DYE, ANILIN—16 dms, Dyestuffs Corpn of America, Davisian, Liverpool
2 cks and 1 cs, Dyestuffs Corpn of America, Darian, Liverpool
EMERY STONE—1,350 tons, River Tigris, Kulluk
153 tons, River Tigris, Smyrna
FERROMANGANESE—25 tons, C W Leavitt Co, Kyno, Hull
GLUESTOCK—276 bls, 105,062 lbs, C A Haynes, City of Alton, Rotterdam
FISH SKINS—1 bg, Shattuck & Jones, Yarmouth, Yarmouth
HIDE CUTTINGS—213 bgs, Baring Bros, Davisian, Manchester
371 bls, J B Moors & Co, Davisian, Liverpool
184 bgs, Baring Bros, Darian, Manchester
GLYCERIN—14 cks, 18,076 lbs, Irving M Sobin Co, City of Alton, Rotterdam
GOLDTHREAD ROOT—8 bgs, S W Gould, Yarmouth, Yarmouth
GREASE—100 bbls, 20 tons, 18 cwt, 2 qtrs, 23 lbs, Cook, Swan & Young Corpn, Kyno, Hull
50 bbls, 10 tons, 5 cwt, 3 qtrs, 20 lbs, Elbert & Co, Kyno, Hull
WOOD—80 cks, Marden Wild Corpn, Kyno, Antwerp
GUM—10 cks, Davisian, Liverpool
GYPSUM, CRUDE—5,400 tons, United States Gypsum Co, Gypsum Queen, Windsor
IRON CHLORIDE—50 kgs, 6,504 lbs, Westpool, Hamburg
SAND—240 bgs, Fielding & Co, Kyno, Aberdeen
485 bgs, M H Garvey Co, Kyno, Aberdeen
LIME JUICE—125 cs, S S Pierce Co, Davisian, Liverpool
MOLASSES—3,719 bbls, Boston Molasses Co, Matura, Barbados
OIL, ANTHRACENE—50 dms, 26,914 lbs, Westpool, Hamburg
COD—100 bbls, 21 tons, 3 cwt, 3 qtrs, 18 lbs, J S Bent Co, Kyno, Hull
391 cks, 183,333 lbs, First Nat'l Bank, Westpool, Hamburg
9 bbls, Marden Wild Corpn, Yarmouth, Yarmouth
OLIVE—200 dms, River Tigris, Smyrna
PALM—540 tons, bulk, Niger Co, Kyno, Hull
149 cks, 122 tons, African & Eastern Trading Co, West Chetac, Calabar
226½ tons, bulk, Niger Co, West Chetac, Burutu
77 cks, 59 tons, Niger Co, West Chetac, Akassa
190 cks, 150 tons, Niger Co, West Chetac, Abonnema
PEANUT—18 bbls, 8,168 lbs, Lamont-Corliss Co, City of Alton, Rotterdam
RAPESEED—50 dms, 10 tons, 8 cwt, 1 qtr, 2 lbs, Baring Bros, Kyno, Hull
PETROLEUM, CRUDE—76,277 bbls, Beacon Oil Co, Hoxbar, Las Piedras
POLISH, METAL—2 cs, Stone & Downer, Korsholm, Gothenburg
POTASH, CARBONATE—12 cks, 11,813 lbs, Manahan Chemical Co, City of Alton, Rotterdam
24 cks, 23,764 lbs, Irving M Sobin Co, City of Alton, Rotterdam
SALTPETER—86 bbls, 83,503 lbs, Westpool, Hamburg
SHELLAC—40 cs, 11,045 lbs, A Hurste Co, City of Alton, Rotterdam
SODA, BINARSENIATE—17 cks, Darian, Liverpool
FLUORIDE—100 bgs, 22,046 lbs, Stone & Downer, Westpool, Hamburg
PHOSPHATE—185 cks, 66,888 lbs, Harshaw Chemical Co, City of Alton, Rotterdam
50 cks, 31,261 lbs, Irving M Sobin Co, City of Alton, Rotterdam
SILICATE—50 cks, Norton Co, Darian, Liverpool
SOOT—25 cs, 3,362 lbs, order, City of Alton, Rotterdam
STARCH, POTATO—400 bgs, 88,184 lbs, City of Alton, Rotterdam
250 bgs, 55,115 lbs, City of Alton, Rotterdam
SOLUBLE—2 bgs, J P Marston Co, Davisian, Manchester
STRONTIUM NITRATE—51 cks, 34,947 lbs, Hunnell-Robinson Co, City of Alton, Rotterdam
TAPIOCA FLOUR—2,632 bgs, 544,475 lbs, National City Bank, Samarinda, Surabaya
TRAGASOL—100 cks, J P Marston Co, Davisian, Liverpool
WATER, AERATED—110 cs, S S Pierce Co, Darian, Liverpool
MINERAL—100 cs, 20,392 lbs, Apollinaris Agency, City of Alton, Rotterdam

Boston Transit Imports

DEXTRIN — 30 bgs, Borden & Remington, Darian, Manchester, Fall River
DYE, ALIZARIN RED POWDER—5 cks, 10 cwt, Richard Haworth, Clairton, Liverpool, Providence
GLUE, LIQUID—18 cks, 4 tons, 8 cwt, 2 qtrs, 7 lbs, McLauren Jones Co, Kyno, Hull, Brookfield, Mass.
IRON SAND—400 bgs, Stone & Donner, Kyno, Aberdeen, Barre, Vt
OIL, COD—100 bbls, W F Nye Co, Kyno, Aberdeen, New Bedford
PEANUT—2 cs, Wing Ham Co, President Monroe, Hongkong, Fairville, N B
PEANUTS—296 bgs, 66,460 lbs, West India Co, Samarinda, Sourabaya, Montreal
POTASH CARBONATE—24 cks, 23,514 lbs, Brewer & Co, City of Alton, Rotterdam
SOAP, TOILET—2 cs, American Express Co, Albertic, Liverpool, Providence, Cleveland
STARCH, POTATO—500 bgs, 110,230 lbs, John D Lewis, Worcester, City of Alton, Rotterdam
TAPIOCA, PEARL—201 bgs, 34,096 lbs, National City Bank, Samarinda, Sourabaya, Montreal
SEED—63 bgs, 11,411 lbs, National City Bank, Samarinda, Sourabaya, Montreal

Fall River Imports

BENZINE, REFINED—60,000 bbls, 2,520,000 gls, Shell Eastern Petroleum Products Co, Lumen, Curacao
GASOLINE—35,250 bbls, Shell Eastern Petroleum Products Co, Malistan, Curacao
OIL, FUEL—77,115 bbls, 3,238,830 gls, Shell Eastern Petroleum Products Co, Swiftwind, Curacao
77,027 bbls, 3,235,134 gls, Shell Eastern Petroleum Products Co, Swiftarrow, Curacao

Galveston Imports

GLASS, WINDOW—18 cs, Sahale, Hamburg
OIL, FUEL—69,101 bbls, Crampton Anderson, Aruba

Gulfport Imports

ASPHALT, REF'D—1,000 tons, B A Sanne, Brighton.

Houston Imports

CHEMICALS—459 dms, Cliffwood, Havre
CORK BOARD—1,389 crts, Volunteer, Palamos
MOLASSES—4,900 tons, Amolco, Banes
OIL, FUEL—53,933 bbls, Mantilla, Aruba

Los Angeles Imports

ACID, OXALIC—20 cks, 11,991 lbs, Roessler & Hasslacher Chemical Co, Drechtdijk, Frankfort
CARAWAY SEED—50 bgs, 5,117 lbs, Joannes Corp, Drechtdijk, Amsterdam
CINNAMON—25 bls, 2,393 lbs, Joannes Corp, Golden Mountain, Colombo
COPRA MEAL—2,000 sx, 200,000 lbs, Dairymen's Feed & Supply, Golden Peak, Manila
2,000 sx, 200,000 lbs, Balfour, Guthrie & Co, Akibasan, Tokyo
GELATIN, EDIBLE—120 bbls, 35,984 lbs, Harold Sinclair, Drechtdijk, Hague
GLASS, PLATE, ROUGH—16 cs, 7,012 lbs, L A Art Class Co, Pacific Enterprise, Birmingham
LINSEED MEAL—2,000 sx, 200,000 lbs, San Francisco Milling Co, Akibasan, Kobe
OIL, OLIVE—100 cs, 9,200 lbs, California Importing Co. (transshipped), Seville
100 cs, 10,292 lbs, Safeway Stores, Inc, President Harrison, Genoa
300 cs, 6,980 lbs, Owl Drug Co, President Harrison, Nice
350 cs, 35,800 lbs, La Sierra Heights Canning Co, President Harrison, Genoa
120 cs, 12,352 lbs, G C Del Francia, President Harrison, Leghorn
219 dms, 83,225 lbs, A Vigholo Co, Leme, Genoa
50 dms, 19,417 lbs, Nassour Bros, Glamorganshire, London
330 cs, 34,370 lbs, Tama Trading Co, President Harrison, Genoa
OILMEAL—188 bgs, 80,080 lbs, Enmoto & Co, President Madison, Kobe
PEANUTS—500 sx, 50,000 lbs, Gust Picoulas & Co, Akibasan, Tsingtao
PYRETHRUM FLOWERS—50 bls, 22,400 lbs, Talbot Mfg Co, President Madison, Kobe
SESAME SEED—1,800 bgs, 336,000 lbs, Globe Grain & Milling Co, President Madison, Shanghai
SOYA BEAN MEAL—197 sx, 19,700 lbs, San Francisco Milling Co, Venice, Japan
SOYA BEANS—10 pkgs, 1,000 lbs, Mutual Supply Co, Akibasan, Yokohama
20 pkgs, 2,000 lbs, Nippon Co, Akibasan, Yokohama
STARCH, POTATO—10 cs, 1,000 lbs, North American Mercantile Co, Akibasan, Yokohama
ZINC CHLORIDE—18 dms, 11,473 lbs, L A Chemical Co, San Francisco, Cologne

New Orleans Imports

ACID, STEARIC—165 bgs, Mosella, Rotterdam
BAUXITE ORE—2,690 tons, Republic Mining & Manufacturing Co, William, Paramaribo
2,490 tons, Aluminum, Ltd., Silkeborg, Georgetown
2,810 tons, Republic Mining & Manufacturing Co, B A Sanne, Paramaribo
BONE MEAL—1,000 bgs, The Adler Export Co, West Mahomet, London
BONES—6 cars, J Aron & Co, Seatrain, Havana
CALCIUM CHLORIDE—136 dms, Commercial Bank & Trust Co, Mosella, Rotterdam
226 dms, P Bauer Co, Mosella, Rotterdam
CHEMICALS—18 cks, Federal Barge Line, Mosella, Rotterdam
30 cks, Mosella, Rotterdam
COCONUTS—3,000, Cuyamel Fruit Co, Comayagua, Puerto Cortez
CORK BOARD—14,980 ctns, Cork Insulation Co, Alberta, Gibraltar
REFUSE—1,200 sx, Cork Insulation Co, Alberta, Gibraltar
CREOSOTE—5,040 tons, British Lantern, Salzaete
3,960 tons, British Lantern, London
1,600 tons, Bermuth & Lembcke Co, Manatawny, Antwerp
FULLER'S EARTH—800 bgs, L A Salomon & Brother, West Mahomet, London
1,200 bgs, F K Higbie, West Mahomet, London
GASOLINE—68,281 bbls, Shell Petroleum Co, Oilrealiance, Curacao
GUM, CHICLE—50 bgs, William Wrigley, Jr, Co, Fritzoe, Campeche
ILMENITE SAND—1,499 tons, Steel Voyager, Colachel
MAGNESITE—1,328 bgs, General Refractories Co, Alberta, Gibraltar
1,250 bgs, Harbison Walker Refractories Co, Alberta, Gibraltar
MOLASSES—1,534,080 gls, American Molasses Co, Kishacoquillas, Havana
1,000,000 gls, Kentucky Alcohol Co, Dora, Havana
1,440,460 gls, Romulus, Puerto Tarafa
174,460 gls, Romulus, Matanzas
OIL, LINSEED—11 dms, Munson Line, Mosella, Rotterdam
LUBRICATING—8 bbls, Douglas Public Service, West Mahomet, London
PETROLEUM, CRUDE—15,000 bbls, Mexican Petroleum Corp, Crudoil, Tampico
15,000 bbls, Mexican Petroleum Corp, Mexoil, Tampico
15,000 bbls, Mexican Petroleum Corp, Fueloil, Tampico
SALTCAKE—677,840 kilos, Mosella, Rotterdam
SALTPETER—82 cks, Kuttroff, Pickhardt & Co, Mosella, Rotterdam
SOAP—1 ck, West Mahomet, London
SODA SULPHIDE—75 cks, Mosella, Rotterdam
TANKAGE—3 cars, Riverdale Products Co, Seatrain, Havana
VANILLA BEANS—10 cs, W T Rawleigh & Co, Sinaloa, Vera Cruz

Norfolk Imports

CHINA CLAY—2,935 tons, Paper Makers Importing Co, Wulsty Castle, Fowey
176 tons, Atlantic National Bank of Boston, Wulsty Castle, Fowey
26 tons, John Richardson Co, Wulsty Castle, Fowey
912 tons, J B Moors & Co, Wulsty Castle, Fowey
197 tons, The John W Higman Co, Inc, Wulsty Castle, Fowey
CLAY, BALL—478 tons, Paper Makers Importing Co, Wulsty Castle, Fowey
CORNWALL STONE, CRUDE — 602 tons, Paper Makers Importing Co, Wulsty Castle, Fowey
GLASS, PLATE—21 cs, 51 cs, Innoko, Antwerp
WINDOW—600 cs, Innoko, Antwerp
GYPSUM PLASTER ROCK—2,800 tons, Eastern Cotton Oil Co, Artensis, Windsor
2,300 tons, Charles W Priddy & Co, Profit, Cheverie
LEATHER SCRAP — 5,507 bgs, New York Trust Co, Manchester Corporation, Manchester
OIL, FUEL—9,930 tons, Mexican Petroleum Corpn, Montana, Aurbors, D W I
SALTCAKE—635 tons, Innoko, Antwerp
SODA NITRATE—806 tons, 8,271 bgs, Santa Cecelia, Iquique

Philadelphia Imports

ACID, CRESYLIC—150 cks, Bennendijk, Rotterdam
ALUMINUM AND BRONZE POWDER—4 pkgs, Felton, Sibley & Co, Seattle Spirit, Hamburg
ARSENIC, POWD—78 cks, Sacandaga, Antwerp
BARYTES—4,600 tons, Krebs Co, Cymric Pride, Rotterdam
CALCIUM CHLORATE—750 cks, Irving Trust Co, Ulm, Hamburg
CASSIA—100 bls, Brown Bros & Co, Mayebashi, Yokohama
CHEMICALS—100 cks, Ulm, Hamburg
CHINA CLAY—105,000 kilos, Seattle Spirit, Hamburg
CHROME ORE—1,000 tons, Philadelphia National Bank, River Tigress, Volo
CLAY—302 tons, Moore & Munger, Chicago City, Bristol
40 tons, Chicago City, Bristol
BOND—150,000 kilos, Seattle Spirit, Hamburg
EPSOM SALT—85 bgs, Ulm, Bremen
FELSPAR ORE—125,255 kilos, Orelite Co, Inc, Crown of Galicia, Huelva
FIRECLAY—283,000 kilos, Seattle Spirit, Hamburg
FLUORSPAR—1,000,000 kilos, Seattle Spirit, Bremen
GLASS, PLATE—32 cs, French American Bank Corp, Bennendijk, Rotterdam
5 cs, Sacandaga, Antwerp
WINDOW—245 cs, Simon, Bache & Co, Sacandaga, Antwerp
640 cs, Kensington Mirror Works, Sacandaga, Antwerp
534 cs, John H Faunce, Inc, Sacandaga, Antwerp
GLUE—200 bgs, Ulm, Bremne
POWDERED—200 dms, Ulm, Bremen

GLYCERIN—50 dms, Seattle Spirit, Hamburg
200 cks, Excello, Marseilles
20 dms, Independence Hall, Bordeaux
137 bbls, Zentrocoints America, Inc, Ulm, Hamburg
DYNAMITE — 50 dms, Bennendijk, Rotterdam
SAPONIFICATION—20 dms, West Calumb, Buenos Aires
GUM, COPAL—522 bskts, Djambi, Macassar
219 bgs, Salawati, Macassar
DAMMAR—218 bskts, Djambi, Macassar
73 bgs, Salawati, Macassar
66 bgs, Lee, Higginson & Co, Salawati, Macassar
HAIR, ANIMAL—113 bls, Bennendijk, Rotterdam
28 bls, Exminster, Barcelona
24 bls, Philadelphia National Bank, Independence Hall, Bordeaux
COW BODY—9 bls, Wm F Allen Co, Dakarian, Liverpool
IRON ORE—7,149 tons, C F Liljecaich, Narvik
7,000 tons, Portuguese Prince, Agua Amarga
LICORICE ROOT—1,570 bls, McAndrews & Forbes Co, River Tigress, Piraeus
CUTTINGS—173 bgs, River Tigress, Smyrna
MACE—17 cs, Salawate, Macassar
MOLASSES—1,300,000 gls, Catanoula, Macoris
1,971,224 gls, North American Trading & Importing Co, Baldbutte, Cienfuegos
3,557 tons, Eastern Alcohol Co, Inc, Athelcrest, Cienfuegos
4,331 tons, Eastern Alcohol Co, Inc, Athelcrest, Santiago
648,667 gls, Canal Bank & Trust Co, Castana, Matanzas
876,265 gls, Castana, Matanzas
17,905 gls, Castana, Matanzas
OIL, LUBRICATING—13 dms, Kuhne-Libby Co, Sacandaga, Antwerp
LUBRICATING AND BELTING—49 pkgs, Mayebashi, Yokohama
MAIZE, CRUDE—26 dms, Sacandaga, Antwerp
OLIVE—400 cs, Excello, Genoa
50 cs, P Pastea & Co, Excello, Genoa
50 cs, Atlantic National Bank, Excello, Genoa
200 cs, Excello, Leghorn
75 cs, J Wagner & Sons, Excello, Leghorn
25 dms, Exminster, Seville
25 dms, Philadelphia National Bank, Exminster, Malaga
300 cs, Sivinger & Binnestock, Carnia, Genoa
250 cs, Carnia, Genoa
OLIVE FOOTS—200 bbls, Philadelphia National Bank, Carnia, Messina
OLIVE SULPHUR—200 bbls, Brown Bros & Co, Carnia, Palermo
PALM—184 cks, Lavino Shipping Co, Dakarian, Liverpool
16 cks, Dakarian, Liverpool
RAPESEED—525 dms, Mayebashi, Yokohama
SULPHUR—150 dms, Exminster, Piraeus
100 bbls, Seaboard National Bank, Carnia, Naples
OSSEIN—1,385 bgs, Sacandaga, Antwerp
PEAT, GROUND—460 bls, Allen Forwarding Co, Seattle Spirit, Bremen
460 bls, Allen Forwarding Co, Ulm, Bremen
540 bgs, Ulm, Bremen
MOSS — 100 bls, Corn Exchange National Bank, Seattle Spirit, Bremen
MULL—1,048 bgs, Atkins & Durborow, Ulm, Bremen
PETROLEUM, CRUDE—50,000 bbls, Atlantic Refining Co, Torres, Tampico
75,000 bbls, Gulf Refining Co, Gulfgem, Las Piedras
115,000 bbls, Gulf Refining Co, Gulfhawk, Las Piedras
75,000 bbls, Gulf Refining Co, Gulftrade, Las Piedras
82,943.38 bbls, Cities Service Transport Co, Hagwood, Las Piedras
POPPYSEED — 500 bgs, Bennendijk, Rotterdam
POTASH CAUSTIC—50 dms, Ulm, Hamburg
SULPHATE—250 bgs, N V Potash Export My, Ulm, Bremen
SHELLAC, GARNET LAC—100 bgs, Irving Trust Co, Machardi, Calcutta
SODA CYANIDE—300 dms, Dakarian, Liverpool
FLUOSILICATE—50 bgs, Sacandaga, Antwerp
NITRATE—75,647 bgs, E I duPont de Nemours Powder Co, Clan Matheson, Iquique
PRUSSIATE—75 cs, Bennendijk, Rotterdam
SULPHIDE—240 dms, Bennendijk, Rotterdam
TALLOW—115 cks, Bank of Manhattan Co, Editor, Sydney
272 dms, Philadelphia National Bank, Editor, Sydney
332 dms, Philadelphia National Bank, Editor, Melbourne
TAPIOCA FLOUR—1,565 bgs, Djambi, Sourabaya
758 bgs, Djambi, Cherbourg
1,490 bgs, Djami, Batavia
200 bgs, Philadelphia National Bank, Djambi, Batavia
500 bgs, Philadelphia National Bank, Salawati, Batavia
2,339 bgs, Salawati, Batavia
1,065 bgs, Salawati, Sourabaya
TITANIUM OXIDE—20 bbls, Ulm, Hamburg
ZINC FLUORIDE—80 dms, Sacandaga, Antwerp
OXIDE—175 bbls, Phillips Bros, Inc, Sacandaga, Antwerp

San Francisco Imports

ALBUMEN, EGG—22 cs, Arnhold & Co, Inc, Shinyo, Shanghai
30 cs, Arnhold & Co, Inc, Shinyo, Shanghai
56 cs, Bridges, Neumer & Co, Golden Fleece, Taku Bar
55 cs, Pacific Orient Co, Golden Fleece, Taku Bar
BITTERS—100 cs, Adams & Co, San Francisco, Hamburg
350 cs, Universal Mercantile Co, San Francisco, Hamburg
BONE FLOUR—595 bgs, San Francisco, Antwerp
MEAL—3,734 bgs, Silverelm, Calcutta
2,240 bgs, Bank of California, Silverelm, Calcutta
CALCIUM NITRATE—19 bgs, Wilson & Geo Meyer & Co, San Francisco, Hamburg
CANARY SEED—150 bgs, Bank of California, Glamorganshire, London
262 bgs, Leme, Marseilles
CASSIA, SAIGON—50 bls, Shinyo, Hongkong
CHEMICALS—104 dms, San Francisco, Hamburg
55 dms, Roessler & Hasslacher Chemical Co, San Francisco, Hamburg
25 dms, Anglo & London Paris National Bank, San Frnacisco, Hamburg
125 cks, Braun-Knecht-Heimann Co, San Francisco, Hamburg
136 dms, San Francisco, Antwerp
25 cks, San Francisco, Antwerp
CINNAMON—25 bls, W R Grace & Co, Shinyo, Hongkong
COCOA BEANS—1,300 bgs, Fruit Dispatch Co, La Perla, Cristobal
100 bgs, Otis, McAllister & Co, Glamorganshire, Cristobal
COCONUT, DESIC—50 cs, Dodwell & Co, Ltd, Shinyo, Hongkong
COPRA—8,400 piculs, Silverelm, Singapore
8,672 piculs, Silverelm, Singapore
CUMIN SEED—20 bgs, Leme, Marseilles
EGG YOLK, DRIED—66 cs, Joe Lowe Corporation, Shinyo, Shanghai
168 cs, Arnhold & Co, Inc, Shinyo, Shanghai
56 cs, Stein, Hall & Co, Inc, Shinyo, Tientsin
56 cs, F W Frost & Co, Golden Fleece, Tsingtau
SPRAY—168 cs, Joe Lowe Corporation, Golden Fleece, Taku Bar
56 cs, Philadelphia National Bank, Golden Fleece, Taku Bar
112 cs, Melchers, Inc, Golden Fleece, Taku Bar
GINGER—25 bgs, S H Tyler & Son, La Perla, Cristobal
30 bgs, B C Ireland, Inc, La Perla, Cristobal
20 bgs, B C Ireland, Inc, Point Montara, Kingston
GLASS, PLATE—21 cs, Brown Bros, Glamorganshire, Antwerp
20 cs, Bank of Montreal, Glamorganshire, Antwerp
SHEET—165 cs, Manufacturers Trust Co, San Francisco, Hamburg
WINDOW—3 cs, Eugene Ticho, San Francisco, Hamburg
2 cs, Goodman & Paige, San Francisco, Hamburg
425 cs, San Francisco, Antwerp
7,006 cs, Glamorganshire, Antwerp
GUM, COPAL—21 bgs, San Francisco, Hamburg
26 bgs, Glamorganshire, London
HAIR, HUMAN—56 bls, Grace National Bank, Shinyo, Shanghai
HERBS—135 bls, National City Bank of New York, Golden Fleece, Taku Bar
162 bls, The Eli Lilly Co, Golden Fleece, Taku Bar
INK, PRINTING—3 cs, Glamorganshire, London
LIME—1,000 bbls, Horton Lime Co, Texada, Blubber Bay
NUTMEGS—84 bgs, Balfour, Guthrie & Co, Silverelm, Singapore
OCHER—59 cks, L H Butcher & Co, Leme, Marseilles
20 cks, Reichard Coulston, Leme, Marseilles
OIL, CHINAWOOD—150 dms, Pacific National Bank, Shinyo, Hongkong
CODLIVER—145 bbls, Sudden & Christensen, San Francisco, Hamburg
LUBRICATING—16 dms, Kuhne, Libby Co, San Francisco, Antwerp
MOTOR—1 cs, San Francisco, Hamburg
OLIVE—20 dms, Leme, Leghorn
PALM—150 tons, International Banking Corp, Silverelm, Belawan
PEANUTS, SHELLED—2,000 bgs, Canadian International Corp, Ltd, Golden Fleece, Tsingtau
1,000 bgs, S L Jones & Co, Golden Fleece, Tsingtau
UNSHELLED—560 bgs, Canadian International Corp, Ltd, Golden Fleece, Dairen
PEPPER, WHITE—25 bgs, Balfour, Guthrie & Co, Silverelm, Singapore
PIMENTO—50 bgs, S H Tyler & Son, La Perla, Cristobal
55 bgs, B C Ireland, Inc, La Perla, Cristobal
POTASH CHLORATE—250 cks, Uniform Chemical Products Corp, San Francisco, Hamburg
RAPESEED MEAL—450 bgs, Enomotoya & Co, Shinyo, Nagasaki
SIENNA—10 cks, L H Butcher & Co, Leme, Leghorn
SOAP—160 cs, Pascal, Dubedat & Co, Leme, Marseilles
300 cs, Leme, Marseilles
SOYA BEAN MEAL—6,500 bgs, Balfour, Guthrie & Co, Golden Fleece, Dairen
TALLOW, EDIBLE—125 trcs, W J Lake & Co, Inc, Admiral Moser, Vancouver
VEGETABLE—750 pkgs, Atkins, Kroll & Co, Shinyo, Shanghai
TARTAR—173 bgs, Leme, Marseilles
439 bgs, American Cream Tartar Co, Leme, Marseilles
TERPINEOL—3 dms, San Francisco, Hamburg
WATER, MINERAL—100 cs, Francis H Leggett Co, San Francisco, Antwerp

Seattle Imports

BRUSHES—6 cs, 720 lbs, May Co, President Pierce, Shanghai
10 cs, 1,200 lbs, G Borgfeldt Co, President Pierce, Shanghai
11 cs, 1,320 lbs, G Thomsen Co, President Pierce, Kobe
14 cs, 1,680 lbs, L Liggett Co, President Pierce, Kobe
21 cs, 2,520 lbs, United Drug Co, President Pierce, Kobe
4 cs, 480 lbs, G Gibson Co, President Pierce, Kobe
9 cs, 1,080 lbs, M Grumbacher, President Pierce, Kobe
CHEMICALS—22 bbls, Witram, Hamburg
COCONUT, DESIC—815 cs, American Commerce Co, President Pierce, Manila
DRUGS—3 cs, K Yuen, President Pierce, Manila
4 cs, T Cheong, President Pierce, Manila
2 cs, K Wing, President Pierce, Hongkong
EGG YOLK—10 cs, W R Grace & Co, President Pierce, Hongkong
EGGS, DRIED—800 cs, B Anderson Co, President Pierce, Shanghai
GLASS, PLATE—1,300 cs, W P Fuller Co, Witram, Antwerp
OIL, CHINAWOOD—301 tons, W Smith Co, President Pierce, Hongkong
CODLIVER—50 bbls, Lochgoil, Rotterdam
25 bbls, Witram, Hamburg
100 dms, Witram, Antwerp
100 dms, Washington Co-operative Egg Co, Witram, Antwerp
OIL, SOYA BEAN—25 bbls, W Ellis, Shelton, Dairen
25 bbls, Fisher Flour Mills, Shelton, Dairen
PEANUTS—1,000 bgs, Shelton, Dairen
PEAT MOSS—450 bls, Witram, Bremen
SODA NITRATE—1,060 bgs, W R Grace & Co, Condor, Iquique
TAR, WOOD—10 bbls, Witram, Hamburg

Recent Exports from U. S. Ports

New York Exports

ACETONE—41,389 lbs, Gudrun Maersk, Kobe
ACID, CHROMIC—5,100 lbs, Gudrun Maersk, Kobe
12,000 lbs, Bellflower, Manchester
CITRIC—2,108 lbs, Myrtlebank, Manila
SULPHURIC—4,264 lbs, Queen Maud, Valparaiso
4,627 lbs, Queen Maud, Callao
3,120 lbs, Baltic, Loanda
ALCOHOL—2,200 gls, Cissy, Kobe
2,200 gls, Cissy, Yokohama
ALUMINUM POWDER—19,110 lbs, Aurania, London
20,520 lbs, American Merchant, London
AMMONIA, ANHYDROUS—6,944 lbs, Extavia, Piraeus
2,510 lbs, Santa Marta, Santa Marta
6,600 lbs, Manaqui, Porto Colombia
SULPHATE—5,330,000 lbs, Tusitala, Honolulu
ASPHALT—78,528 lbs, Caucasier, Antwerp
126,157 lbs, Sarcoxie, Havre
77,249 lbs, Bellflower, Manchester
44,628 lbs, Santa Paranagua
7,910 lbs, Extavia, Constantinople
22,166 lbs, Conte Biancamano, Genoa
4,558,475 lbs, Ryburn, Havre
2,342,899 lbs, Ryburn, Nantes
2,343,884 lbs, Ryburn, Bordeaux
17,543 lbs, Edison, Piraeus
28,158 lbs, Santa Eliza, Valparaiso
809,154 lbs, George Washington, Bremen
209,696 lbs, Yoro, Kingston
210,578 lbs, Clan Morrison, Lourenco Marques
251,909 lbs, President Roosevelt, Hannover
10,747 lbs, Liberty, Havre
47,528 lbs, Liberty, Paris
BINDER—336,762 lbs, Providence, Algiers
CORE—87,824 lbs, Adriatic, Liverpool
FILLER—695,635 lbs, Ryburn, Havre
FLUX—292,644 lbs, City of Fairbury, Hellerup
SOLID—55,982 lbs, Exiria, Piraeus
6,670 lbs, Exiria, Constantinople
45,545 lbs, Express, Marseilles
72,437 lbs, Albert Ballin, Hamburg
46,102 lbs, Liberty, Havre
BALSAM—576 lbs, Albert Ballin, Hamburg
BLACK, CARBON—4,488 lbs, Sarcoxie, Havre
5,000 lbs, Bellflower, Manchester
2,030 lbs, Exiria, Piraeus
30,600 lbs, Ponce, Ponce
2,563 lbs, Albert Ballin, Hamburg
CALCIUM CARBIDE—25,000 lbs, Amor, La Guaira
75,000 lbs, Amor, Maracaibo
22,260 lbs, Santa Marta, Puntarenas
15,950 lbs, Santa Marta, La Union
3,780 lbs, Myrtlebank, Shanghai
CHLORIDE—5,728 lbs, Amor, Port Prince
CARBON BISULPHIDE—9,747 lbs, Lisbeth, Porto Tarafa
CASCARILLA BARK—12,604 lbs, Albert Ballin, Hamburg
CLAY—11,200 lbs, Albert Ballin, Hamburg
COALTAR RESIDUE—80,059 lbs, Adriatic, Liverpool
COCOA BEANS—7,848 lbs, Lake Elva, Vladivostok
CORN SYRUP—22,609 lbs, Exira, Piraeus
21,871 lbs, Exira, Salonica
135,516 lbs, The Angeles, Montevideo
182,806 lbs, Aurania, London
67,986 lbs, Providence, Piraeus
45,497 lbs, Extavia, Piraeus
7,541 lbs, Clan Morrison, Mossel Bay
45,191 lbs, Reliance, Hamburg
44,823 lbs, Adriatic, Liverpool
48,796 lbs, Kungsholm, Stockholm
22,409 lbs, Bellhaven, Belfast
133,967 lbs, Bellhaven, Dublin
46,084 lbs, United States, Oslo
3,500 lbs, Myrtlebank, Shanghai
4,897 lbs, Capillo, Porto Alegre
CORNFLOUR—35,000 lbs, American Merchant, London
1,560 lbs, Santa Eliza, Callao
DEXTRIN, CORN—3,221 lbs, Exiria, Salonica
17,420 lbs, Extavia, Salonica
5,142 lbs, Krakatan, Semerang
DYES—58,634 lbs, Caucasier, Antwerp
71,827 lbs, Italy, Yokahama
25,938 lbs, Italy, Osaka
67,329 lbs, President Harrison, Shanghai
36,431 lbs, President Harrison, Kobe
FELDSPAR—10,196 lbs, Myrtlebank, Shanghai
FERTILIZER—2,030,000 lbs, Lisbeth, Porto Tarafa
FIG SYRUP—71,400 lbs, Bellflower, Manchester
20,500 lbs, Bellhaven, Dublin
FORMALDEHYDE — 39,137 lbs, Gudrun Maersk, Kobe
13,211 lbs, Gudrun Baersk, Yokahama
26,102 lbs, The Angeles, Buenos Aires
15,187 lbs, Italy, Yokahama
13,195 lbs, Italy, Kobe
4,754 lbs, Santa Eliza, Valparaiso
GASOLINE—1,130 gls, Norden, Cayenne
630 gls, Norden, Grenada
2,940 gls, Norden, Fort France
4,830 gls, Norden, Paramaribo
81,700 gls, Basil, Rio Grande
25,040 gls, Basil, Sao Francisco
62,520 gls, Basil, Paranagua
26,400 gls, Basil, Victoria
325,200 gls, Ayuruoca, Santos
16,500 gls, Baltic, Las Palmas
840 gls, Yoro, Falmouth
10,000 gls, Capillo, Santos
120,000 gls, Capillo, Montevideo
100,000 gls, Capillo, La Plata
121,500 gls, Capillo, Rosario
GLUCOSE—18,638 lbs, Bellflower, Manchester
4,611 lbs, President Harrison, Shanghai
GLYCERIN—107,545 lbs, Queen Maud, Antofagasta
GRAPHITE POWDER—39,645 lbs, Albert Ballin, Hamburg
GREASE, LUBRICATING—9,396 lbs, Sarcoxie, Havre
4,581 lbs, Sarcoxie, Switzerland
51,185 lbs, Bellflower, Manchester
4,215 lbs, Karlsruhe, Bremen
1,584 lbs, Karlsruhe, Reval
2,866 lbs, Aurania, London
8,098 lbs, Basil, Pernambuco
8,162 lbs, Basil, Bahia
2,640 lbs, Basil, Paranagua
11,610 lbs, Clan Morrison, Lourenco Marques
990 lbs, Clan Morrison, Majunga
19,078 lbs, Ajurnoca, Santos
1,519 lbs, Clan Morrison, Tamatave
56,174 lbs, Conte Biancamano, Genoa
5,562 lbs, Krakatan, Soerabaya
2,623 lbs, Krakatan, Batavia
44,608 lbs, Express, Genoa
4,976 lbs, Express, Marseilles
8,662 lbs, Express, Leghorn
5,585 lbs, Edison, Piraeus
7,351 lbs, President Harrison, Kobe
1,273 lbs, Santa Eliza, Pisco
4,194 lbs, Santa Eliza, Iquique
12,956 lbs, Adriatic, Liverpool
4,288 lbs, Kungsholm, Helsingborg
GREASE, LUBRICATING—1,139 lbs, Norden, Martinique
1,603 lbs, Norden, Port Spain
154,426 lbs, Albert Ballin, Hamburg
4,600 lbs, Albert Ballin, Vienna
5,227 lbs, City of Fairbury, Copenhagen
2,176 lbs, Yoro, Kingston
10,218 lbs, Sud Atlantico, Montevideo
10,874 lbs, Sud Atlantico, Buenos Aires
21,260 lbs, Liberty, Rouen
10,050 lbs, Myrtlebank, Cebu or option
TANNERS—6,234 lbs, President Roosevelt, Leipzig
GUM, ARABIC—484 lbs, Sarcoxie, Havre
CHICLE—23,880 lbs, Aurania, London
COPAL—2,280 lbs, Albert Ballin, Hamburg
TRAGACANTH—484 lbs, Sarcoxie, Havre
HAIR, CATTLE—13,590 lbs, Aurania, London
7,807 lbs, American Merchant, London
RABBIT WASTE—5,850 lbs, Caucasian, Antwerp
INK, PRINTING—23,387 lbs, Extavia, Piraeus
KEROSENE—17,000 gls, Baltic, Las Palmas
2,000 gls, Santa Marta, Kingston
50,000 gls, Capillo, Santos
7,500 gls, Capillo, Rio Grande
40,000 gls, Capillo, Montevideo
50,000 gls, Capillo, La Plata
30,000 gls, Capillo, Rosario
206,600 gls, Toger, Bergen
LACQUER—4,280 lbs, Caucasier, Zurich
812 lbs, Sarcoxie, Paris
2,950 lbs, Clan Morrison, Cape Town
3,845 lbs, Sorvard, Genoa
1,324 lbs, Cabo Ortegal, Gijon
402 lbs, President Roosevelt, Bremen
5,522 lbs, Sud Atlantico, Buenos Aires
4,950 lbs, Liberty, Paris
PYROXYLIN—1,003 lbs, Queen Maud, Callao
1,250 lbs, Clan Morrison, Durban
2,580 lbs, City of Fairbury, Copenhagen
2,620 lbs, United States, Copenhagen
THINNER—400 gls, The Angeles, Montevideo
LARD—10,315 lbs, Caucasier, Antwerp
33,000 lbs, Sarcoxie, Dunkirk
64,100 lbs, Amor, Port Prince
325,358 lbs, Bellflower, Manchester
579,106 lbs, Aurania, London
68,687 lbs, Providence, Palermo
12,600 lbs, Providence, Catania
9,375 lbs, Clan Morrison, Algoa Bay
4,600 lbs, Clan Morrison, Durban
1,800 lbs, Clan Morrison, Port Natal
2,310 lbs, Clan Morrison, Lourenco Marques
207,250 lbs, Reliance, Hamburg
33,101 lbs, Conte Biancamano, Genoa
28,225 lbs, Conte Biancamano, Naples
11,125 lbs, Conte Biancamano, Cagliari
63,500 lbs, American Merchant, London
15,297 lbs, Santa Eliza, Talara
5,150 lbs, Santa Eliza, Talcahuano
445,250 lbs, Exeter City, Bristol
136,500 lbs, Exeter City, Cardiff
115,200 lbs, George Washington, Bremen
892,800 lbs, Adriatic, Liverpool
7,500 lbs, Kingsholm, Gothenburg
3,000 lbs, Kingsholm, Varberg
2,175 lbs, Ponce, San Juan
4,350 lbs, Ponce, Ponce
19,500 lbs, Albert Ballin, Wien
42,250 lbs, Albert Ballin, Koenigsberg
3,150 lbs, Albert Ballin, Vaasa
18,700 lbs, Albert Ballin, Vupuri
4,725 lbs, Albert Ballin, Turku
8,913 lbs, Albert Ballin, Stettin
19,500 lbs, Albert Ballin, Elbing
6,300 lbs, Albert Ballin, Yxpila
45,713 lbs, Santa Marta, Porto Colombia
29,891 lbs, Santa Marta, Santa Marta
18,660 lbs, Santa Marta, Cartagena
4,500 lbs, Norden, Ciudad
14,727 lbs, Bellhaven, Belfast
7,400 lbs, Bellhaven, Dublin
71,500 lbs, President Roosevelt, Bremen
22,000 lbs, United States, Hango
76,463 lbs, United States, Oslo
13,000 lbs, Republic, Bremen
22,400 lbs, Berengaria, Southampton
208,502 lbs, Tuscania, London
9,360 lbs, Manaqui, Porto Colombia
3,991,861 lbs, Albert Ballin, Hamburg
LEAD, WHITE—61,045 lbs, Tuscania, London
60,872 lbs, Exeter City, Bristol
LIME PHOSPHATE — 22,528 lbs, Bellflower, Manchester
LIME, SULPHUR SOLUTION—58,500 lbs, Gypsum Queen, Windsor
LINSEED CAKE — 2,718,500 lbs, Caucasier, Antwerp
112,000 lbs, Bellhaven, Belfast
112,000 lbs, Bellhaven, Dublin
MEAL—56,000 lbs, Bellhaven, Belfast
112,000 lbs, Bellhaven, Dublin
150,000 lbs, Norden, Trinidad
LITHOPONE—10,075 lbs, Santa Marta, Colombia
METHANOL—825 gls, Gudrun Maersk, Kobe
MILK POWDER—20,816 lbs, President Harrison, Shanghai
4,750 lbs, President Harrison, Osaka
NAPHTHA—41,800 gls, Clan Morrison, Capetown
43,200 gls, Clan Morrison, East London
2,000 gls, Clan Morrison, Port Natal
56,000 gls, Clan Morrison, Lourenco Marques
20,800 gls, Clan Morrison, Majunga
24,000 gls, Clan Morrison, Diego Suarez
40,000 gls, Clan Morrison, Tamatave
615,800 gls, Tiger, Bergen
NUTMEGS—6,579 lbs, Aurania, London
OIL, COTTONSEED—6,100 lbs, Reliance, Hamburg
7,106 lbs, President Harrison, Shanghai
EDIBLE—118,043 lbs, The Angeles, Buenos Aires
4,576 lbs, Clan Morrison, East London
3,788 lbs, Clan Morrison, Lourenco Marques
ENGINE—1,455 gls, Edison, Piraeus
5,500 gls, Acosta, Maracaibo
ESSENTIAL—1,570 lbs, Albert Ballin, Hamburg
FUEL—24,650 gls, Basil, Rio Grande
3,000 gls, Basil, Sao Francisco
3,000 gls, Basil, Victoria
2,750 gls, Norden, Antigua
558,600 gls, Tiger, Bergen
GAS—3,300 gls, Clan Morrison, Tamatave
189,000 gls, Tiger, Bergen
LUBRICATING—1,000 gls, Queen Maud, Callao
9,500 gls, Sarcoxie, Switzerland
43,570 gls, Sarcoxie, Dunkirk
535 gls, Amor, Puerto Cabello
60,640 gls, Bellflower, Manchester
660 gls, Exiria, Piraeus
2,285 gls, Karlsruhe, Reval
12,800 gls, Aurania, London
2,650 gls, Basil, Rio Grande
3,345 gls, Basil, Sao Francisco
2,180 gls, Basil, Paranagua
4,050 gls, Basil, Victoria
19,000 gls, Extavia, Piraeus
14,000 gls, Extavia, Salonica
10,000 gls, Extavia, Constantinople
1,300 gls, Extavia, Bourgas
16,450 gls, Clan Morrison, Capetown
13,000 gls, Clan Morrison, East London
12,950 gls, Clan Morrison, Port Elizabeth
900 gls, Clan Morrison, Durban

F. PAUL WEISS, President
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R. LEAKE, Treasurer

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Agents in all Parts of the World.

29 BROADWAY, NEW YORK CITY

OIL, LUBRICATING—7,150 gls, Clan Morrison, Mauritius
7,775 gls, Clan Morrison, Lourenco Marques
900 gls, Clan Morrison, Majunga
6,260 gls, Clan Morrison, Diego Suarez
39,045 gls, Clan Morrison, Tamatave
2,100 gls, Reliance, Hamburg
13,640 gls, Ayuruoca, Santos
18,984 gls, Conte Biancamano, Genoa
10,290 gls, American Merchant, London
54,440 gls, Krakatan, Surabaya
18,225 gls, Krakatan, Batavia
15,960 gls, Krakatan, Semerang
7,350 gls, Express, Genoa
1,210 gls, Express, Marseilles
33,550 gls, Express, Leghorn
2,875 gls, Edison, Piraeus
200 gls, Edison, Beirut
6,090 gls, Exeter City, Bristol
37,916 gls, Adriatic, Liverpool
4,138 gls, Kungsholm, Gothenburg
81,737 gls, Kungsholm, Stockholm
920 gls, Kungsholm, Helsingborg
1,349 gls, Kungsholm, Malmo
550 gls, Ponce, San Juan
4,015 gls, Ponce, Arecibo
1,300 gls, Norden, Barbados
305 gls, Norden, Cayenne
250 gls, Norden, Demerara
252 gls, Norden, Martinique
1,485 gls, Norden, Paramaribo
770 gls, Norden, Port of Spain
33,570 gls, Albert Ballin, Hamburg
550 gls, Albert Ballin, Vienna
12,276 gls, City of Fairbury, Copenhagen
16,800 gls, City of Fairbury, Stockholm
1,260 gls, City of Fairbury, Helsingfors
18,195 gls, Cabo Ortegal, Bilbao
1,695 gls, Yoro, Kingston
660 gls, Santa Marta, Cristobal
9,660 gls, Bellhaven, Glasgow
840 gls, Bellhaven, Belfast
6,050 gls, Bellhaven, Dublin
795 gls, Sud Atlantico, Montevideo
1,795 gls, Sud Atlantico, Buenos Aires
15,330 gls, Liberty, Rouen
34,188 gls, Liberty, Dunkirk
9,650 gls, United States, Riga
9,000 gls, United States, Reval
43,890 gls, United States, Copenhagen
880 gls, Berengaria, Southampton
15,540 gls, Tpscania, London
2,640 gls, Manaqui, Puerto Colombia
16,000 gls, Myrtlebank, Hongkong
4,875 gls, Myrtlebank, Cebu or option
21,395 gls, Capillo, Santos
MUTTON—22,587 lbs, Extavia, Piraeus
31,503 lbs, Edison, Piraeus
OLEO—5,185 lbs, Exiria, Salonica
67,418 lbs, Karlsruhe, Bremen
5,176 lbs, Extavia, Salonica
71,424 lbs, George Washington, Bremen
6,729 lbs, Adriatic, Liverpool
23,076 lbs, Kungsholm, Gothenburg
11,971 lbs, Kungsholm, Oslo
22,244 lbs, Kungsholm, Malmo
44,378 lbs, Kungsholm, Norrkoeping
33,138 lbs, President Roosevelt, Bremen
88,977 lbs, United States, Oslo or Copenhagen
33,759 lbs, United States, Copenhagen
145,399 lbs, Tuscania, London
290,194 lbs, Albert Ballin, Hamburg
PEPPERMINT—408 lbs, Aurania, London
RED—11,812 lbs, Reliance, Hamburg
THYME—2,818 lbs, Sorvard, Grao
TRANSFORMER—550 gls, Krakatan, Soerabaya
250 gls, Edison, Piraeus
OXYGEN—3,700 lbs, Amor, Curacao
PAINT—4,158 lbs, Gudron Maersk, Yokohama
2,261 lbs, Queen Maud, Valparaiso
1,079 lbs, Sarcoxie, Havre
4,183 lbs, Sarcoxie, Paris
5,110 lbs, Lisbeth, Porto Tarafa
21,097 lbs, Cissy, Yokohama
4,962 lbs, Liguria, Bahia Blanca
1,314 lbs, Basil, Bahia
3,802 lbs, Basil, Rio Grande
2,264 lbs, Basil, Paranagua
1,600 lbs, Clan Morrison, Johannesburg
29,236 lbs, Ajuruoca, Santos
5,390 lbs, Santa Eliza, Lima
4,900 lbs, Kungsholm, Stockholm
1,464 lbs, Ponce, Ponce
4,325 lbs, Sud Atlantico, Montevideo
6,935 lbs, Liberty, Paris
1,210 lbs, Capillo, Rio Grande
AUTO—4,640 lbs, Albert Ballin, Tegelhafen
DRY—7,752 lbs, President Harrison, Shanghai
EARTH—9,200 lbs, Extavia, Piraeus
1,190 lbs, Albert Ballin, Hamburg
ENAMEL—1,396 lbs, Clan Morrison, Lourenco Marques
3,118 lbs, Acosta, Maracaibo
LIQUID—720 gls, Sarcoxie, Havre
124 gls, Karlsruhe, Reval
324 gls, American Merchant, London
738 gls, Bellhaven, Glasgow
PASTE—2,927 lbs, The Angeles, Buenos Aires
6,318 lbs, American Merchant, London
26,008 lbs, Bellhaven, Glasgow
PREPARED—847 lbs, Sud Atlantico, Montevideo
3,378 lbs, Sud Atlantico, Buenos Aires
3,559 lbs, Capillo, Santos
PYROXYLIN—12,433 lbs, Clan Morrison, Algoa Bay
THINNER—20,000 gls, Agurnoca, Santos
1,000 gls, Basil, Rio Grande
1,000 gls, Clan Morrison, Capetown
1,100 gls, Clan Morrison, Algoa Bay
2,000 gls, Clan Morrison, East London
176,000 gls, Clan Morrison, Lourenco Marques
PARAFFIN—78,050 lbs, Providence, Algiers
11,150 lbs, Providence, Naples
164,471 lbs, Exeter City, Bristol
11,151 lbs, City of Fairbury, Helsingfors
33,450 lbs, City of Fairbury, Wiborg
3,366 lbs, Santa Marta, Porto Colombia
16,948 lbs, Clan Morrison, Lourenco Marques
35,554 lbs, Bellhaven, Glasgow
58,806 lbs, Sud Atlantico, Buenos Aires
11,151 lbs, United States, Copenhagen
CRUDE—80,959 lbs, Kungsholm, Gothenburg
233,684 lbs, Exeter City, Bristol
SCALE—60,967 lbs, Bellflower, Manchester
243,766 lbs, American Merchant, London
7,401 lbs, Express, Genoa
PETROLATUM, MEDICINAL — 10,121 lbs, United States, Copenhagen
PETROLEUM, REFINED—100,000 gls, Basil, Rio Grande
50,000 gls, Basil, Sao Francisco
20,000 gls, Basil, Paranagua
30,000 gls, Basil, Victoria
24,480 gls, Clan Morrison, Capetown
2,500 gls, Clan Morrison, East London
61,000 gls, Clan Morrison, Port Elizabeth
65,950 gls, Clan Morrison, Port Natal
78,000 gls, Clan Morrison, Lourenco Marques
24,000 gls, Clan Morrison, Majunga
20,000 gls, Clan Morrison, Diego Suarez
33,000 gls, Clan Morrison, Tamatave
100,000 gls, Ayuruoca, Santos
2,000 gls, Norden, Antigua
12,000 gls, Norden, Cayenne
15,000 gls, Norden, Paramaribo
3,000 gls, Norden, St Vincent
1,000 gls, Yoro, Falmouth
5,000 gls, Yoro, Sao La Mar
3,000 gls, Yoro, Montego Bay
30,000 gls, Yoro, Kingston
1,000,000 gls, Myrtlebank, Cebu or option
PITCH—10,000 lbs, Santa Eliza, Callao
STEARIN—156,862 lbs, President Roosevelt, Bremen
POTASH, BICHROMATE — 4,931 lbs, Bellflower, Manchester
ROSIN—2,260 lbs, Liberty, Paris
SAND, FILTER—155,634 lbs, Albert Ballin, Hamburg
SARSAPARILLA ROOT—2,848 lbs, Express, Marseilles
SENEGA ROOT—665 lbs, United States, Oslo
SOAP—2,400 lbs, Queen Maud, Valparaiso
1,590 lbs, President Harrison, Kobe
2,075 lbs, President Harrison, Hongkong
6,850 lbs, Ponce, San Juan
22,435 lbs, Ponce, Ponce
5,700 lbs, Ponce, Arroyo
15,180 lbs, Ponce, Mayaguez
LAUNDRY—1,125 lbs, Reliance, Hamburg
413,000 lbs, President Harrison, Manila
4,350 lbs, Norden, Barbados
3,600 lbs, Santa Marta, Porto Colombia
52,200 lbs, Santa Marta, Kingston
7,050 lbs, Santa Marta, Santa Marta
13,960 lbs, Bellhaven, Belfast
POWDER—2,400 lbs, Lisbeth, Pastelillio
12,633 lbs, Exiria, Constantinople
2,800 lbs, Kungsholm, Gothenburg
3,000 lbs, Ponce, San Juan
1,860 lbs, Norden, Martinique
3,400 lbs, Bellhaven, Belfast
TOILET—4,500 lbs, Santa Marta, Cristobal
SODA, ASH—12,794 lbs, Krakatan, Soerabaya
24,075 lbs, Bellhaven, Belfast
19,240 lbs, Bellhaven, Glasgow
BICARBONATE—14,180 lbs, Conte Biancamano, Genoa
31,584 lbs, Manaqui, Porto Colombia
CAUSTIC—43,286 lbs, Lisbeth, Porto Tarafa
PEROXIDE—4,556 lbs, Myrtlebank, Manila
SPONGES—1,232 lbs, Sarcoxie, Paris
1,960 lbs, Liberty, Havre
STARCH, CORN—28,200 lbs, Exiria, Salonica
14,132 lbs, Liguria, Santos
1,442 lbs, Basil, Pernambuco
3,002 lbs, Basil, Rio Grande
1,996 lbs, Basil, Sao Francisco
6,986 lbs, Basil, Paranagua
726 lbs, Providence, Ponta Delgada
62,480 lbs, Extavia, Constantinople
5,330 lbs, Clan Morrison, Cape Town
803 lbs, Clan Morrison, Mossel Bay
3,988 lbs, Clan Morrison, East London
7,915 lbs, Clan Morrison, Algoa Bay
1,338 lbs, Clan Morrison, Durban
1,338 lbs, Krakatan, Menado
1,338 lbs, Krakatan, Surabaya
13,325 lbs, Krakatan, Batavia
2,665 lbs, Krakatan, Cheribon
18,713 lbs, Krakatan, Semerang
2,135 lbs, Krakatan, Palembang
13,795 lbs, Adriatic, Liverpool
3,250 lbs, Cabo Ortegal, Bilbao
2,604 lbs, Cabo Ortegal, Gijon
2,600 lbs, Cabo Ortegal, La Coruna
5,212 lbs, Cabo Ortegal, Vigo
19,530 lbs, Capillo, Porto Alegre
1,100 lbs, Capillo, Rio Grande
1,100 lbs, Capillo, Pelotas
13,995 lbs, Republic, Bremen
TALC—11,200 lbs, Bellhaven, Belfast
TANNING EXTRACT—7,620 lbs, Capillo, Porto Alegre
47,034 lbs, Albert Ballin, Hamburg
7,879 lbs, Kungsholm, Gothenburg
40,327 lbs, Gudrun Maersk, Shanghai
19,209 lbs, Sarcoxie, Havre
33,373 lbs, Bellflower, Manchester
2,286 lbs, Basil, Paranagua
TURPENTINE — 1,000 gls, Gudrun Maersk, Kobe
500 gls, Gudrun Maersk, Yokohama
300 gls, Liguria, Bahia Blanca
3,000 gls, Capillo, La Plata
VARNISH—1,170 lbs, Sarcoxie, Lyons
1,274 lbs, The Angeles, Buenos Aires
42,280 lbs, Kungsholm, Gothenburg
843 lbs, Sud Atlantico, Buenos Aires
INSULATING—5,016 lbs, Express, Genoa
WAX, CARNAUBA—11,524 lbs, United States, Copenhagen
ZINC OXIDE—73,680 lbs, Bellflower, Manchester
110,460 lbs, Aurania, London
49,120 lbs, Adriatic, Liverpool
72,321 lbs, Exeter City, Bristol
13,129 lbs, United States, Helsingfors
13,129 lbs, United States, Riga
13,129 lbs, United States, Stockholm
13,129 lbs, United States, Halmstadt
26,258 lbs, United States, Copeuhagen

Clearance Dates

Acosta, June 4
Adriatic, April 19
Albert Ballin, May 10
American Merchant, May 15
Amor, May 17
Aurania, April 12
Ayuruoca, May 14
Baltic, May 10
Basil, May 23
Bellflower, May 4
Berengaria, May 15
Cabo Ortegal, May 3
Capillo, May 9
Caucasier, May 10
Cissy, April 8
City of Fairbury, May 2
Clan Morrison, May 20
Conte Biancamano, May 9
Davrefjell, June 3
Eberstein, May 10
Edison, May 14
Exeter City, May 20
Express, May 14
Extavia, May 3
Gatun, May 24
George Washington, April 23
Granada, June 1
Gunrun Maersk, May 2
Gypsum Queen, June 1
Italy, May 18
Karlsruhe, May 14
Krakatan, May 20
Lake Elmwood, June 1
Lake Elva, May 21
Liberty, April 26
Liguria, May 16
Lisbeth, May 4
Manaqui, May 23
Myrtlebank, May 23
Norden, May 15
Ponce, May 10
President Harrison, May 9
President Roosevelt, April 16
Providence, April 18
Queen Maud, April 19
Reliance, May 13
Republic, May 10
Ryburn, May 27
Santa Eliza, April 24
Sarcoxie, May 9
Santa Marta, May 7
Sorvard, May 1
Sud Atlantico, April 19
The Angeles, May 1
Tiger, June 3
Tuscania, May 15
Tusitala, May 31
United States, May 9
Yoro, May 21

Baltimore Exports

ASPAHALT PETROLEUM—16,417 dms, 3,335 tons, Bilderdijk, Rotterdam
DRUGS—3 bxs, 50 lbs, Commercial Spirit, Santos
2 bxs, 130 lbs, Bellbuckls, Havre
ENAMEL LIQUID—90 lbs, Hannover, Bremen
GREASE—A lot, Munlisto, Havana
LUBRICATING—1,575 lbs, Hatteras, Birmingham
OIL, RED ENGINE—780 bbls, 32,760 gls, Ala, Antwerp
91 bbls, 4,550 gls, Bellbuckle, Havre
50 bbls, 2,500 gls, Bellbuckls, Dunkirk
PARAFFIN—779 bbls, 932,984 lbs, Hatteras, Manchester
SODA ASH—22 tons, Clauseus, Vancouver
BICARBONATE—56 bbls, 350 kegs, 61,600 lbs, Myrtlebank, Shanghai
5,600 lbs, Myrtlebank, Hongkong
CAUSTIC—25 dms, 110 bbls, 250 kegs, 72,800 lbs, Bilderdijk, The Hague
VARNISH, INSULATING—165 dms, 9,126 gls, Exermont, Genoa
65 dms, 3,623 gls, Ala, Antwerp

Boston Exports

ACETONE—64 dms, 44,800 lbs, Chickasaw, Leith
ACID, MURIATIC—3 crbys, 369 lbs, Nova Scotia, St John's
SULPHURIC—50 crbys, 9,600 lbs, San Gil, Havana
1 crby, 195 lbs, Nova Scotia, St John's
AMMONIA, AQUA—2 dms, 1,896 lbs, Steel Traveler, Sourabaya
BAKING POWDER—35 pkgs, 1,950 lbs, Nova Scotia, St John's
1 cs, 144 lbs, San Blas, Havana
CEMENT—1 cs, 12 lbs, Nova Scotia, Liverpool
CAN—6 dms, 2,683 lbs, Chickasaw, London
LINOLEUM—20 pails, 900 lbs, Yarmouth, Yarmouth
RUBBER—1 bbl, 305 lbs, President Johnson, Kobe
9 bbls, 2,692 lbs, San Gil, Havana
1 dm, 5 gls, Nova Scotia, Halifax
CEROXYLON—20 cs, 1 bbl, 160 gls, Chickasaw, London
CHEMICAL PRODUCTS—1 half bbl, 200 lbs, Yarmouth, Yarmouth
DEXTRIN—1 bg, 204 lbs, Chickasaw, London
DRESSING, BELT—1 cs, 150 lbs, President Johnson, Shanghai
LEATHER—4 cs, 568 lbs, San Gil, Havana
OILBOARD—1 crt, 89 lbs, President Johnson, Kobe
1 dm, 369 lbs, San Blas, Havana
SHOE—15 cs, 710 lbs, President Johnson, Manila
26 cs, 1 keg and 2 bbls, 2,503 lbs, San Gil, Havana
3 cs, 28 gls, San Gil, Havana
12 cs, 3 kegs, 1½ bbls, 1,641 lbs, San Blas, Havana
DRUGGISTS' SUNDRIES—20 cs, 1,000 lbs, Yarmouth, Yarmouth
59 cs, 3,309 lbs, San Blas, Havana
1 cs, 144 lbs, Chickasaw, London
10 bls, 1,000 lbs, Steel Traveler, Honolulu
SUNDRIES, RUBBER—4 cs, 337 lbs, President Johnson, Shanghai
3 cs, 708 lbs, President Johnson, Manila
DYE, COALTAR—1 keg and 1 bbl, 500 lbs, San Blas, Havana
FERTILIZER COMPOUND—100 bgs, 10,000 lbs, San Gil, Havana
FILLER, CORK—4 cs, 405 lbs, San Blas, Havana
FISH MEAL—1,500 bgs, 165,000 lbs, Wytheville, Rotterdam
GLUE—1 bbl, 327 lbs, Yarmouth, Yarmouth
99 pkgs, 6,303 lbs, Chickasaw, London
LIQUID—1 pkg, 36 lbs, President Johnson, Shanghai
GREASE, LUBRICATING—3 bbls, 300 lbs, Yarmouth, Yarmouth
GUM, SHOE—10 cs, 50 gls, San Gil, Havana
HAIR, CATTLE—7 bls, 1,968 lbs, Chickasaw, London
59 bls, 19,791 lbs, Chickasaw, London
INK, MARKING—1 cs, 15 lbs, Nova Scotia, Liverpool
1 cs, 15 lbs, San Blas, Havana
PRINTING—11 cs, 1,272½ lbs, San Gil, Havana
5 bbls, 2,000 lbs, San Blas, Havana
1 dm, 253 lbs, Steel Traveler, Belawan
5 dms, 1,271 lbs, Steel Traveler, Sourabaya
87 dms, 15,935 lbs, Steel Traveler, Sourabaya
SHOE—3 bbls, 1,265 lbs, President Johnson, Kobe
WRITING—347 pkgs, 20,730 lbs, President Johnson, Shanghai
85 pkgs, 4,297 lbs, Steel Traveler, Manila
75 pkgs, 3,771 lbs, Steel Traveler, Honolulu
INSECTICIDE—25 cs, 2,500 lbs, Yarmouth, Yarmouth
LEATHER, ENAMEL—2 cs, 10 gls, Chickasaw, London
SMOOTHER—8 cs, 40 gls, Chickasaw, London
VARNISH—4 cs, 20 gls, Chickasaw, London
LINING COMPOUND—16 dms, 4,197 lbs, Wytheville, Rotterdam
LUBRICATING POWDER—4 cs, 100 lbs, Hagen, Hamburg
MEDICINAL PREPS—1 pkg, 130 lbs, Nova Scotia, St John's
2,460 bx, 48,390 lbs, Chickasaw, London
MUCILAGE, STATIONERS'—18 pkgs, 902 lbs, President Johnson, Shanghai
6 bx, 225 lbs, Steel Traveler, Honolulu
OIL, FLOOR—2 dms, 7 cs, 1,283 lbs, Chickasaw, London
LUBRICATING—8½ bbls, 440 gls, Yarmouth, Yarmouth
OLEO—20 bbls, 7,816 lbs, San Blas, Havana
PAINT—8 cs, 44 gls, Nova Scotia, St John's
13 bx, 73 gls, Chickasaw, London
REMOVER—55 cs, 4,785 lbs, San Blas, Havana
PARAFFIN—195 bgs, 45,976 lbs, Chickasaw, Dundee
PASTE—4 bbls, 1,165 lbs, Yarmouth, Yarmouth
1 bbl and 1 keg, 318 lbs, Nova Scotia, St John's
ADHESIVE—1 bbl, 634 lbs, Yarmouth, Yarmouth
12 dms and 1 cs, 570 lbs, Chickasaw, London
STATIONERS'—7 pkgs, 299 lbs, President Johnson, Shanghai
43 pkgs, 2,169 lbs, Steel Traveler, Manila
42 pkgs, 2,167 lbs, Steel Traveler, Honolulu
PINE TAR—25 bbls, 1,812 gls, Nova Scotia, St John's
POLISH—1 cs, 101 lbs, San Gil, Havana
CELLULOID—1 cs, 200 lbs, San Gil, Havana
SHOE—15 cs, 1,980 lbs, San Blas, Havana
POLISHING COMPOUND—1 cs, 200 lbs, President Johnson, Shanghai
PUTTY—1 cs, 750 lbs, President Johnson, Kobe
ROSIN—50 bbls, 24,365 lbs, Yarmouth, Yarmouth
SOAP—50 cs, 3,156 lbs, Nova Scotia, St John's
CREOSOTE—10 dms, 4,590 lbs, President Johnson, Hongkong
FLAKES—10 cs, 334 lbs, Steel Traveler, Manila
TOILET—250 cs, 6,563 lbs, Steel Traveler, Manila
SULPHUR—3 bbls, 300 lbs, Yarmouth, Yarmouth
TANNING COMPOUND—1 cs, 82 lbs, Nova Scotia, St John's
TOILET PREPS—8 cs, 556 lbs, Nova Scotia, Liverpool
TURPENTINE, GUM—10 dms, 540 gls, Yarmouth, Yarmouth
VARNISH—8 cs, 68 gls, Nova Scotia, St John's
WAX, SEALING—1 cs, 163 lbs, President Johnson, Shanghai
1 cs, 133 lbs, Chickasaw, London
SHOE—6 bbls and 1 keg, 1,300 lbs, President Johnson, Kobe
9 cs, 400 lbs, San Blas, Havana

Clearance Dates

Chickasaw, May 22
Hagen, May 25
Nova Scotia, May 22
President Johnson, May 17
San Blas, May 25
San Gil, May 18
Steel Traveler, May 20
Wytheville, May 17
Yarmouth, May 23

Galveston Exports

PARAFFIN—500 bgs, Hohenfels, Bremen
SULPHUR—3,500 tons, Cliffwood, Rotterdam
2,000 tons, West Ekonk, Sete
2,200 tons, Sneford, Quebec
3,147 tons, Lages, Harburg
3,853 tons, Lages, Freeport
1,000 tons, Essex Friar, Three Rivers
3,700 tons, Essex Friar, Montreal
2,750 tons, Vallarsa, Buenos Aires
25 tons, Saugerties, Pernambuco
2,800 tons, Hohenfels, Harburg

Clearance Dates

Cliffwood, May 24
Essex Friar, May 27
Hohenfels, May 29
Lages, May 28
Saugerties, May 28
Sneford, May 25
Vallarsa, May 27
West Ekonk, May 25

Houston Exports

BLACK, CARBON—590 cs, West Cressey, Liverpool
141 cs, Nicolo Odero, Genoa
544 cs, France, Sydney
913 cs, Michigan, Havre
30 tons, Cliffwood, Havre
COTTONSEED MEAL—50 tons, Cliffwood, Antwerp
GASOLINE—49,000 bbls, Petrocila, Havana
49,000 bbls, Skagerrak, Oslo
KEROSENE—8,000 bbls, Petricola, Havana
43,000 bbls, Skagerrak, Oslo
LARD—300 bbls, West Cressey, Manchester
OIL, FUEL—38,000 bbls, Cassimir, Cienfuegos
GAS—58,000 bbls, Splendor, Savona
45,000 bbls, Winnebago, London
LUBRICATING—60 dms, France, Kobe
900 tons, Ossag, London
1,300 tons, Ossag, Hamburg
22,000 bbls, Ossag, Rotterdam
SOAP—200 bbls, West Cressey, Liverpool
SULPHUR—30 tons, Middleham Castle, Antwerp
437 sx, Michigan, Havre

Clearance Dates

Cassimir, May 27
Cliffwood, May 29
France, May 24
Michigan, May 28
Middleham Castle, May 27
Nicolo Odero, May 24
Ossag, May 30
Petricola, May 27
Skagerrak, May 28
Splendor, May 25
West Cressey, May 23
Winnebago, May 30

Los Angeles Exports

ACID, BORIC—3 bbls, 814 lbs, Canadian Observer, Calgary
5 bbls, 1,356 lbs, Canadian Observer, Edmonton
51 bgs, 11,245 lbs, President Madison, Kobe
AMMONIA SULPHATE—10 sx, 2,000 lbs, Bolivar, Mazatlan
BORAX—40 cs, 4,000 lbs, President Madison, Manila
20 cs, 4,410 lbs, President Madison, Kobe
50 cks, 11,200 lbs, President Madison, Shanghai
8 bbls, 1,764 lbs, El Salvador, Mazatlan
20 sx, 2,023 lbs, Canadian Observer, Calgary
15 sx, 1,565 lbs, Canadian Observer, Edmonton
5 sx, 513 lbs, Canadian Observer, Vancouver
720 bgs, 81,920 lbs, Korea, Shanghai
800 sx, 89,600 lbs, Pacific Trader, Liverpool
CEMENT, ROOFING—10 cs, 1,000 lbs, President Madison, Shanghai
CLEANING POWDER—30 cs, 1,790 lbs, El Salvador, Panama City
COTTONSEED—80 sx, 8,000 lbs, El Salvador, Corinto
GASOLINE—62,337 bbls, San Leonardo, London
72,963 bbls, Adria, Ellesmere
68,203 bbls, Melpomene, Cette
GLASS, WINDOW—8 cs, 1,180 lbs, El Salvador, Cristobal
12 cs, 14,276 lbs, Korea, Yokohama
GREASE, ANIMAL—50 dms, 20,141 lbs, El Salvador, Havana
LUBRICATING—10 dms, 47 pkgs, 6,639 lbs, Canadian Observer, Vancouver
INFUSORIAL EARTH—1,197 pkgs, 110,181 lbs, Pacific Trader, Glasgow
KALSOMINE—170 bbls, 59,500 lbs, President Madison, Manila
KEROSENE—43,582 bbls, Clydefield, Yokohama
LACQUER—219 cans, 2,439 lbs, Golden Wall, Tokio
AUTOMOBILE—2 dms, 900 lbs, Golden Wall, Tokio
LIME—3,500 lbs, El Salvador, Corinto
OIL, ESSENTIAL—13 dms, 4,918 lbs, Pacific Trader, London
FUEL—58,035 bbls, Tamaha, Hongkong
26,096 bbls, La Placentia, Vancouver
50,447 bbls, Cepolis, Yokohama
43,582 bbls, Caliche, Tocopilla
GAS—27,420 bbls, Agwilake, Buenos Aires
52,728 bbls, Agwilake, Compana
LUBRICATING—119 dms, 58,363 lbs, Canadian Observer, Vancouver
335 bbls, 156,870 lbs, Venice, Shanghai
PAINT—1,931 lbs, El Salvador, Corinto
14 cs, 900 lbs, Bolivar, San Jose
ROOFING—5 dms, 2,750 lbs, Bolivar, San Jose
PETROLEUM, CRUDE—25,319 bbls, La Placentia, Ioco
72,054 bbls, San Diego, Tsurumi
3,634 bbls, Vanadian Observer, Vancouver
60,567 bbls, Albertolite, Ioco
SODA ASH—400 sx, 67,200 lbs, Bolivar, Mazatlan
2,668 bgs, 405,536 lbs, Venice, Osaka
1,500 bgs, 303,000 lbs, Venice, Yokohama
500 bgs, 101,000 lbs, Korea, Yokohama
1,000 bgs, 202,000 lbs, Korea, Osaka
CAUSTIC—14 dms, 3,800 lbs, El Salvador, San Salvador
SILICATE—14 dms, 6,555 lbs, El Salvador, San Salvador
SULPHUR—1,100 lbs, El Salvador, Leon
FLOWERS—10 sx, 1,000 lbs, El Salvador, Guatemala
TALC—400 sx, 40,000 lbs, Bolivar, Guaymas
TALCUM POWDER—7 bgs, 1,448 lbs, President Madison, Manila

Clearance Dates

Adria, May 21
Agwilake, May 20
Albertolite, May 25
Caliche, May 23
Canadian Observer, May 22
Cepolis, May 19
Clydefield, May 22
La Placentia, May 19
Melpomene, May 25
San Diego, May 20
San Leonardo, May 20
Tamaha, May 19

Mobile Exports

ROSIN—200 bbls, Jolee, Genoa
50 bbls, Jolee, Leghorn
50 bbls, Braddock, Bremen
1,850 bbls, Braddock, Hamburg
350 bbls, Waaldijk, Buenos Aires
600 bbls, Janeta, Glasgow
110 bbls, Anniston City, Kobe
TURPENTINE — 150 cs, Waaldijk, Buenos Aires
125 bbls, Janeta, Glasgow

Clearance Dates

Anniston City, May 27
Braddock, May 22
Janeta, May 22
Jolee, May 6
Waaldijk, May 23

New Orleans Exports

ASPHALT—222 bgs, Quistconck, Genoa
545 bgs, Oakwood, Hamburg
BLACK, CARBON—50 cs, Fernhill, Yokohama
150 cs, Fernhill, Kobe
110 cs, Quistconck, Genoa
350 cs, Oakwood, Hamburg
100 cs, Oakwood, Rotterdam
769 cs, American Press, Liverpool
1,240 cs, American Press, Manchester
100 cs, Janeta, Glasgow
CALCIUM CARBIDE—300 dms, Cartago, Cristobal
CARBON DIOXIDE—38 dms, Abangarez, Puerto Barrios
56 dms, Castilla, Puerto Barrios
40 dms, Cartago, Panama City
CEMENT—100 dms, Choluteca, Tampico
CHALK—10 dms, Munplace, Progreso
COTTONSEED CAKE—1,300 sx, American Press, Liverpool
FERTILIZER—20 sx, Abangarez, Puerto Barrios
FULLER'S EARTH—890 sx, Ada, Tampico
17,021 sx, Ada, Puerto Mexico
GASOLINE—472 bbls, Seatrain, Havana
66,008 bbls, Achatina, Curacao
25 dms, Fagervik, Paramaribo
40 dms, Rama, Bluefields
66,638 bbls, Solstein, Bilbao
GLUCOSE—70 bbls, American Press, Liverpool
GREASE—150 bbls, Atenas, Havana
130 bbls, Oakwood, Rotterdam
15 dms, Fagervik, Paramaribo
50 bbls, Norma, Santiago
3 cs, Cartago, Nueva Gerona
INSECTICIDE—250 ctns, 15 cs, Atenas, Havana
KEROSENE—50 cs, Haworth, Puerto Cortez
4 cars, 100 tins, 10 trcs, Seatrain, Havana
120 trcs, 40 bxs, 20 crts, Atenas, Havana
60 tins, Atenas, Puerto Castilla
60 crts, Abangarez, Belize
250 crts, 100 tins, Abangarez, Puerto Barrios
650 tins, Abangarez, Tela
3,620 tins, Choluteca, Tampico
19 crts, Imperator, Bluefields
3,035 tins, Munplace, Progreso
150 tins, Hibueras, Ceiba
165 trcs, Atlantida, Havana
40 cs, 250 cans, Rama, Bluefields
LARD—255 crts, Rama, Bluefields
260 trcs, 145 cs, 25 bbls, 10 tubs, Norma, Santiago
37 cs, Norma, Kingston
700 crts, 200 cans, 25 tins, Castilla, Puerto Barrios
500 tins, Cartago, Cartagena
100 crts, 90 cs, Hanna Cords, San Pedro de Macoris
200 cans, Hanna Cords, Maracaibo
20 crts, 52 tins, Coppename, Colon
100 tins, 2 trcs, 25 crts, Coppename, Panama City
15 bbls, Coppename, Tumaco
15 crts, 1,000 tins, Coppename, San Jose
120 trcs, 50 crts, Coppename, Callao
350 tins, Coppename, Puerto Limon
112 cs, 5 trcs, 100 tins, Suriname, Panama City
100 tins, Suriname, San Jose
1,100 tins, Suriname, Cartagena
100 tins, 130 crts, Coppename, Cartagena
LYE—20 cs, Choluteca, Tampico
NAPHTHA — 40,300 bbls, Zoroaster, Helsingfors
OIL, COTTONSEED—25 cs, Abangarez, Tela
40 cs, Castilla, Puerto Barrios
DIESEL—25 dms, Castilla, Tela
ENGINE—5,000 tins, Crampton Anderson, Rio de Janeiro
FUEL—30,321 bbls, Harry Farnum, Havana
56,246 bbls, Madrono, Matanzas
GAS—191 bbls, Seatrain, Havana
LUBRICATING—101 bbls, Janeta, Glasgow
40 bbls, Rama, Bluefields
25 bbls, Norma, Santiago
16 dms, Castilla, Tela
65 bbls, 65 dms, Fernhill, Kobe
50 ctns, Atenas, Havana
5 cs, Atenas, Puerto Castilla
160 bbls, Otkwood, Hamburg
15 dms, Fagervik, Paramaribo
840 bbls, American Press, Manchester
120 dms, Crampton Anderson, Aruba
75 dms, Cartago, Havana
35 dms, Cartago, Nueva Gerona
5 cs, Coppename, Punta Arenas
REFINED—20 cs, Coppename, Punta Arenas
100 cs, Coppename, Puerto Limon
OXYGEN—25 dms, Fagervik, Paramaribo
PAINT—95 cs, Crampton Anderson, Aruba
PARAFFIN—192 sx, Fernhill, Kobe
765 bbls, Oakwood, Hamburg
254 bbls, Oakwood, Rotterdam
170 bbls, American Press, Manchester
925 sx, Munplace, Progreso
100 sx, Cartago, Callao
100 sx, Cartago, Pacasmayo
100 sx, Cartago, Salaverry
50 sx, Coppename, Tumaco
420 sx, Coppename, Cartagena
334 sx, Coppename, Arica
80 sx, Coppename, Buenaventura
400 sx, Coppename, Puerto Limon
300 sx, Suriname, Barranquilla
100 sx, Suriname, Puerto Colombia
143 sx, Suriname, Buenaventura
160 bgs, Janeta, Glasgow
200 sx, Castilla, Puerto Barrios
200 sx, Norma, Santiago
264 sx, Cartago, Buenaventura
PETROLEUM DISTILLATE—30 dms, Atenas, Puerto Castilla
RESIDUE—161 bbls, Oakwood, Hamburg
ROSIN—10 bbls, Castilla, Puerto Barrios
20 bbls, Coppename, Punta Arenas
46 bbls, Coppename, Coquimbo
140 bbls, Coppename, Puerto Limon
25 bbls, Suriname, Corinto
120 bbls, Suriname, Barranquilla
40 bbls, Suriname, Buenaventura
110 cs, Quistconck, Genoa
200 bbls, Oakwood, Rotterdam
60 bbls, Hibueras, Ceiba
100 bbls, American Press, Liverpool
10 bbls, Munplace, Progreso
SALT—50 sx, Haworth, Puerto Cortez
1,015 sx, Seatrain, Havana
38 sx, Abangarez, Belize
40 sx, Abangarez, Puerto Barrios
275 sx, Choluteca, Tampico
49 sx, Imperator, Bluefields
5 sx, Munplace, Progreso
265 sx, Atlantida, Havana
6 bbls, 60 sx, Crampton Anderson, Aruba
10 bbls, 40 sx, Rama, Bluefields
6 sx, Castilla, Tela
125 sx, Suriname, Almirante
SOAP—260 cs, Haworth, Puerto Cortez
500 cs, Rama, Bluefields
19 cs, Suriname, Barranquilla
9 cs, Cartago, Buenaventura
7 cs, Coppename, Santa Marta
COTTONSEED OIL—100 bbls, American Press, Manchester
SODA, CAUSTIC—10 dms, Munplace, Progreso
25 dms, Hibueras, Ceiba
CHLORATE—100 kgs, Choluteca, Tampico
SILICATE—25 dms, Hibueras, Ceiba
SULPHUR—30 bgs, Munplace, Progreso
TALLOW—55 dms, Munplace, Progreso
39 dms, Contoy, Progreso
TANNING EXTRACT—356 bgs, Atenas, Havana
TRIPOLI—1,200 bgs, American Press, Manchester
TURPENTINE—2 dms, Fagervik, Paramaribo
250 cs, Anniston City, Yokohama
30 cs, Cartago, Callao
25 cs, Coppename, Callao
25 cs, Coppename, Pisco
WAX TAILINGS—47 dms, American Press, Liverpool

Clearance Dates

Abangarez, May 16
Achatina, May 27
Ada, May 23
American Press, May 15
Anniston City, May 29
Atenas, May 21
Cartago, May 24
Castilla, May 23
Choluteca, May 23
Contoy, June 1
Coppename, May 17
Crampton Anderson, May 31
Fagervik, May 21
Fernhill, May 27
Hanna Cords, May 25
Harry Farnum, May 24
Haworth, May 24
Hibueras, May 17
Imperator, May 29
Janeta, June 1
Madrona, May 27
Munplace, May 24
Norma, May 22
Oakwood, May 28
Quistconck, May 18
Rama, June 1
Seatrain, May 13
Solsten, May 31
Suriname, May 23
Zoroaster, May 23

Norfolk Exports

BLUE, ULTRAMARINE — 900 lbs, Rowanpark, Valencia
CLEANING COMPOUND — 2,400 lbs, Ala, Fluerier
LIGNIN LIQUOR—88,046 lbs, Manaar, London
LINSEED MEAL—41,000 lbs, Chickasaw, Leith
MICA, GRD—30,300 lbs, Ala, Antwerp
OCHER—127,200 lbs, Chickasaw, Leith
67,447 lbs, Chickasaw, Dundee
OIL RED—39,455 lbs, Ala, Antwerp
ROOTS and HERBS—1,044 lbs, Chickasaw, Bradford
894 lbs, Manaar, London
STARCH, CORN — 1,340 bgs, 186,780 lbs, Manaar, London
TIN OXIDE—500 lbs, Ala, Antwerp

Clearance Dates

Ala, May 27
Chickasaw, May 17
Manaar, May 23
Rawanpark, May 25

Philadelphia Exports

AMMONIA, ANHYDROUS—150 cyls, Culberson, Buenos Aires
ASPHALT—1,001 dms, Estrella, Cadiz
BLACK, BONE—25 bgs, Wytheville, Rotterdam
CARBON—70 dms, Kako, Kobe
GASOLINE — 7,000 cs, 3,395 dms, Eelbeck, Montevideo
1,000 cs, Eelbeck, Rio de Janeiro
1,000 cs, Dundrum Castle, Port Elizabeth
500 cs, 1,001 bbls, Dundrum Castle, East London
50 cs, Dundrum Castle, Durban
4,300 cs, Dundrum Castle, Lourenco Marques
4,500 cs, Dundrum Castle, Walfisch Bay
2,000 cs, Dundrum Castle, Luderitz Bay
1,550 cs, Dundrum Castle, Cape Town
54 dms, 7,500 cs, Dundrum Castle, Beira
A lot, Vittoria Emanuel III, Para
A lot, Athene, Ghent
50 dms, Estrella, Leixoes
2,500,000 gls, Caspia, Dunkirk
GREASE, LUBRICATING — 165 bbls, Kaka, Yokohama
5 bbls, 10 dms, Kako, Kobe
100 bbls, Culberson, Buenos Aires
25 cs, Dundrum Castle, Walfisch Bay
20 cs, Dundrum Castle, East London
10 cs, Dundrum Castle, Lourenco Marques
LUBRICATING AND PETROLEUM—60 cs, 9 dms, 65 pails, Eelbeck, Santos
PETROLEUM—65 bbls, Estrella, Barcelona
10 bbls, Estrella, Lisbon
HAIR—27 bls, London Merchant, London
CATTLE—15 bls, London Merchant, London
HOG—4 bls, London Merchant, London
INK—1 cs, Culberson, Buenos Aires
KEROSENE—A lot, Vittorio Emanuel III, Para
200,000 gls, Caspia, Dunkirk
A lot, Athene, Ghent
3,000 cs, Eelbeck, Montevideo
LARD—500 bxs, London Merchant, London
LICORICE MASS—51 cs, Wytheville, Rotterdam
A lot, Vincent, Havre
35 cs, Dakarian, Manchester and Liverpool
LINSEED CAKE—3,258 bgs, Wytheville, Rotterdam
978 bgs, Dakarian, Manchester and Liverpool
MEDICINAL PREPS—60 cs, Dundrum Castle, Port Elizabeth
60 cs, Dundrum Castle, East London
60 cs, Dundrum Castle, Durban
OIL, COMPOUND—21 bbls, 3 half bbls, 7 dms, Estrella, Marseilles
5 dms, Bankdale, Algeria
CYLINDER—1,100 bbls, London Merchant, London
ILLUMINATING—5,250 cs, Dundrum Castle, Walfisch Bay
2,300 cs, Dundrum Castle, Luderitz Bay
4,250 cs, Dundrum Castle, Cape Town
4,000 cs, Dundrum Castle, Port Elizabeth
3,250 cs, Dundrum Castle, East London
2,350 cs, Dundrum Castle, Durban
6,000 cs, Dundrum Castle, Lourenco Marques
2,000 cs, Dundrum Castle, Beira
LUBRICATING — A lot, Vittoria Emanuel III, Para
100 dms, 135 bbls, Kako, Yokohama
43 dms, 171 bbls, Kako, Kobe
5,622 cs, 1,301 dms, 390 bbls, Culberson, Buenos Aires
50 cs, 13 dms, 10 pails, Culberson, Montevideo
539 dms, 655 bbls, Estrella, Barcelona
160 bbls, Estrella, Leixoes
179 dms, Estrella, Lisbon
3 bbls, Estrella, Cadiz
35 cs, Dundrum Castle, Luderitz Bay
100 cs, 20 dms, Dundrum Castle, Walfisch Bay
140 cs, 68 dms, Dundrum Castle, Cape Town
OIL, LUBRICATING—78 cs, 5 dms, Dundrum Castle, Port Elizabeth
90 cs, 33 dms, Dundrum Castle, East London
60 cs, 80 dms, Dundrum Castle, Durban
155 cs, 33 dms, Dundrum Castle, Lourenco Marques
225 cs, Dundrum Castle, Beira
27 dms, 190 bbls, 75 half bbls, Wytheville, Rotterdam
1,600 dms, City of Hereford, Melbourne
119 dms, 1 bbl, City of Hereford, Sydney, N S W
600,000 gls, W D Anderson, Hamburg
900,000 gls, 58 dms, W D Anderson, Mailleraye
A lot, Vincent, Havre
A lot, Dakarian, Manchester and Liverpool
110 cs, 479 dms, Eelbeck, Rio de Janeiro
885 cs, 70 bbls, 481 dms, Eelbeck, Santos
A lot, Exminster, Malta
A lot, Ecello, Genoa
A lot, Carnia, Genoa and Naples
1,700,000 gls, Dardrecht, Bremen
1,576 bbls, Dakarian, Manchester and Liverpool
2 dms, London Merchant, London
MINERAL—88 dms, Bankdale, Algeria
MINERAL COLZA—100 cs, Dundrum Castle, Durban
A lot, Seattle Spirit, Hamburg
200 dms, Kako, Yokohama
889 cs, Kako, Kobe
MINERAL, HEAVY—55 bbls, 205 cs, Estrella, Leixoes
142 bbls, 100 dms, Estrella, Lisbon
14 cs, Estrella, Cadiz
MINERAL, PURE—418 bbls, 89 dms, Estrella, Marseilles
TRANSFORMER—2,100 dms, Kako, Kobe
OIL AND PAINT—208 dms, Onondaga, Buenos Aires
OILCAKE—A lot, Dakarian, Manchester and Liverpool
PAINT—1 bx, Eelbeck, Rio de Janeiro
2 ctns, London Merchant, London
PARAFFIN—254 bgs, Kako, Kobe
REFINED—200 bgs, Estrella, Lisbon
3 cs, Dundrum Castle, Durban
762 bgs, Wytheville, Rotterdam
A lot, Carnia, Genoa and Naples
UNREFINED—252 bbls, Wytheville, Rotterdam
PETROLEUM—400 cs, 535 bbls, Kako, Yokohama
30 bbls, Kako, Kobe
SOAP—A lot, Dakarian, Manchester and Liverpool
SODA, SILICATE—17 dms, Culberson, Buenos Aires
TOILET PREPS—50 bxs, Dakarian, Manchester and Liverpool
12 cs, London Merchant, London
TURPENTINE SUBSTITUTE — 10 cs, Dundrum Castle, Beira
1,000 cs, Eelbeck, Santos

Port Arthur Exports

ASPHALT—600 bbls, Volunteer, Yokohama
90 bbls, Volunteer, Hongkong
LIQUID—25 dms, Natal, Durban
PETROLEUM—102 dms, 1,044 bbls, Edgehill, London
200 dms, Almeria Lykes, Port au Prince
SOLID—500 bbls, Natal, Durban
GREASE—50 cartridges, Manila
LUBRICATING—20 bbls, 75 dms, 400 pails, 485 cs, Natal, Durban
KEROSENE—22,700 cs, 1,080 dms, Volunteer, Hongkong
41,650 cs, Natal, Durban
OIL—250 bbls, Volunteer, Yokohama
250 bbls, Volunteer, Shanghai
100 bbls, Volunteer, Hongkong
4,225 dms, 2,640 cs, Volunteer, Manila
LUBRICATING—7,550 cs, 805 dms, Natal, Durban
PARAFFIN—25 tons, Volunteer, Kobe
55 tons, Volunteer, Shanghai
200 bgs, Volunteer, Manila

Clearance Dates

Almeria Lykes, May 27
Edgehill, May 23
Natal, May 28
Volunteer, May 24

San Francisco Exports

CHEMICALS—580 lbs, Corinto, Mexico
831 lbs, Corinto, Guatemala
112 lbs, Corinto, Honduras
2,134 lbs, Corinto, Salvador
10,611 lbs, Sinaloa, Mexico
COPRA CAKE—1,818,920 lbs, Sachsen, Germany
GASOLINE—250 cs, Sinaloa, Mexico
GLASS—33 bxs, Sinaloa, Mexico
50 bxs, Corinto, Mexico
GLAUBER'S SALT—10,000 lbs, Corinto, Salvador
GLUCOSE—1,400 lbs, Sinaloa, Mexico
GREASE—12,000 lbs, Corinto, Mexico
1,225 lbs, Sinaloa, Mexico
300 lbs, Coya, Peru
INK—4,587 lbs, Corinto, Mexico
KEROSENE—50 cs, Corinto, Salvador
LARD—41,950 lbs, Sinaloa, Mexico
LIME—800 lbs, Coya, Peru
OIL, COCONUT—11,192 lbs, Corinto, Mexico
19,130 lbs, Sinaloa, Mexico
DIESEL—3,700 bbls, Coya, Peru
LUBRICATING—46 cs, Corinto, Honduras
3 dms, Sinaloa, Mexico
285 cs, Sinaloa, Mexico
5 tanks, Noorderdijk, Holland
PETROLEUM—6 cs, Corinto, Costa Rica
PAINT—2 cs, Corinto, Costa Rica
17 cs, Sinaloa, Mexico
4 cs, Coya, Peru
PASTE—433 lbs, Sinaloa, Mexico
POTASH XANTHATE—66,000 lbs, Coya, Peru
SALT—1,200 lbs, Corinto, Mexico
SOAP—2,200 lbs, Corinto, Panama
SODA SILICATE—60,936 lbs, Sinaloa, Mexico
STARCH—1,000 lbs, Sinaloa, Mexico
SULPHUR—20,100 lbs, Sinaloa, Mexico
WAX—420,000 lbs, Corinto, Guatemala

Clearance Dates

Corinto, May 16
Coya, May 9
Sachsen, April 24
Sinaloa, May 11
Noorderdijk, May 14

Savannah Exports

FULLER'S EARTH—890 bgs, Eelbeck, Buenos Aires
ROSIN, GUM—1,375 bbls, Eelbeck, Rio de Janeiro
600 bbls, Eelbeck, Santos
400 bbls, Eelbeck, Montevideo
5,273 bbls, Eelbeck, Buenos Aires
500 bbls, Eelbeck, Rosario
200 bbls, Basil, Pernambuco
375 bbls, Basil, Rio Grande
635 bbls, Basil, Porto Alegre
25 bbls, Basil, Pelotas
50 bbls, Basil, Parangua

Clearance Dates

Basil, May 29
Eelbeck, June 4

Shipments Between Domestic Ports

Galveston Coast Trade

EARTH—2,000 bgs, El Cid, New York
2,000 bgs, El Alba, New York
5,000 bgs, El Coston, New York
LARD—80 trcs, El Alba, New York
MAGNESITE—800 bgs, El Cid, New York
OIL—100 dms, El Alba, New York
PETROLEUM, CRUDE—116,000 bbls, F Q Barstow, Baltimore
ROSIN—240 dms, El Coston, New York

Houston Coast Trade

GASOLINE—82,000 bbls, S B Hunt, New York
78,000 bbls, Robert E Hopkins, New York
OIL, FUEL—74,000 bbls, Agiworld, Philadelphia
PETROLEUM, CRUDE—120,000 bbls, J C Donnell, Philadelphia

Mobile Coast Trade

AMMONIA PHOSPHATE—27 tons, Manhattan Island, San Francisco
ROSIN—26 tons, Point Arena, San Francisco
135 tons, Manhattan Island, San Francisco
57 tons, Manhattan Island, Oakland
23 tons, Seathrush, Seattle
TURPENTINE—5 tons, Manhattan Island, Oakland

New Orleans Coast Trade

BLACK, CARBON—130 tons, Dochet, San Francisco
CORK BOARD—61 tons, Julia Luckenbach, Seattle
30 tons, Julia Luckenbach, Portland
LARD SUBSTITUTE—44 tons, Julia Luckenbach, Seattle
89 tons, Julia Luckenbach, Portland
144 tons, Julia Luckenbach, San Francisco
135 tons, Julia Luckenbach, Los Angeles
MOLASSES—15 tons, Julia Luckenbach, Oakland
34 tons, Julia Luckenbach, Los Angeles
OIL, LUBRICATING—16 tons, Julia Luckenbach, Seattle
14 tons, Julia Luckenbach, Portland
PARAFFIN—30 tons, Dochet, Los Angeles
13 tons, Dochet, San Francisco
23 tons, Julia Luckenbach, Seattle
25 tons, Julia Luckenbach, San Francisco
ROSIN—14 tons, Dochet, Los Angeles
SOAP—67 tons, Dochet, Los Angeles
9 tons, Julia Luckenbach, San Francisco
61 tons, Julia Luckenbach, Los Angeles
STARCH—18 tons, Dochet, San Francisco
TAR—30 tons, Julia Luckenbach, Los Angeles
TRIPOLI—2 tons, Dochet, San Francisco
TURPENTINE—12 tons, Dochet, Oakland
WHALE GUANO—27 tons, Dochet, San Francisco

Containers Returned

New York

BARRELS—21, W McEwan, Fort Victoria, Hamilton
141, West India Oil Co, Fort Victoria, Hamilton
100, West India Oil Co, Nyhavn, St Domingo
30, West India Oil Co, Bogota, Miragoanne
62, West India Oil Co, Bermuda, Hamilton
CARBOYS—100, United Fruit Co, Macabi, Antilla
250, Grasselli Chem Co, Porto Rico, Jobos
50, Grasselli Chem Co, Cornelia, San Juan
CYLINDERS—11, Wallace & Tieman Co, Mexico, Havana
9, Gillespie & Co, Yoro, Kingston
25, Fidanque Bros & Son, Ancon, Panama
8, Armour & Co, Ancon, Port au Prince
28, H L Hershey, Ancon, Port au Prince
21, Raymond Concrete Pile Co, Alvarado, Buenaventura
12, Vanderburg & Co, Alvarado, Pt Colombia
13, Goldfield Amer Development Co, Alvarado, Pt Colombia
11, Seven Seas Mercantile Transport Co, Matura, Trinidad
15, Air Reduction Sales Co, Coamo, San Juan
13, Linde Air Prod Co, Coamo, San Juan
189, Pan American Petroleum Corpn, J M Danziger, Aruba
48, Mexican Petroleum Corpn, J M Danziger, Aruba
1, Yglesias & Co, Huron, Sanchez
3, Air Reduction Sales Co, Huron, Puerto Plata
32, Swift & Co, American Legion, Buenos Aires
3, Fred Henjes Jr, American Legion, Buenos Aires
40, Mathieson Alkali Works, American Legion, Buenos Aires
42, Asiatic Petroleum Co, Lara, Curacao
10, Anglo Amer Purchasing Co, Lara, Curacao
55, J H Senior, Metapan, Cartagena
6, United Fruit Co, Metapan, Santa Marta
5, L W & P Armstrong, Porto Rico, San Juan
9, Liquid Carbonic Co, Porto Rico, San Juan
10, Linde Air Prod Co, Porto Rico, San Juan
25, Aguire Corpn, Porto Rica, San Juan
5, General Carbonic Co, Porto Rico, Aguadilla
9, Armour Ammonia Works, Cornelia, Ponce
12, Heemsoth & Basse, Mandu, Santos
DRUMS—11, Armour & Co, Fort Victoria, Hamilton
44, West India Oil Co, Amazone, Jeremie
107, Standard Oil Co, Orizaba, Havana
200, Cuban Dom Sugar Co, Huron, Barahona
60, Tidewater Oil Co, Silvia, St John's
13, Liquid Carbonic Co, Porto Rico, San Juan

New Orleans

BARRELS—60, Texas Oil Co, Atlantida, Cristobal
DRUMS—15, Standard Fruit Steamship Co, Wawa, Puerto Cabezas
28, Cuyamel Fruit Co, Copan, Puerto Cortez
8, Liquid Carbonic Co, Abangarez, Belize
20, General Carbonic Co, Abangarez, Belize
5, United Fruit Co, Abangarez, Belize
33, Cuyamel Fruit Co, Rama, Bluefields
100, Standard Fruit & Steamship Co, Rama, Bluefields
25, Republic Mining & Manufacturing Co, B A Sanne, Paramaribo
12, Fruit Dispatch Co, Castilla, Tela

Recent Charters

ASPHALT—5,400 tons, Br S S ——, Tampico to Capetown, Lourenco Marques, range 30s, with 1s extra each addition port up to five, June 20-30

CREOSOTE—6,635 tons, Ger S S Tageha, Continent to Pacific Coast, June-July, prompt

PETROLEUM—8,640 tons Ger Motorship Shakerrak, refined and/or spirit, California basis, 28s 6d, one to four ports Australia, August-September

6,420 tons, Dan Motorship Katendrecht, refined and/or spirit, Gulf, 20s 6d, Rouen, July

8,000 tons, Br S S Caspia, refined and/or spirit, Gulf, 19s, U K-Continent, July

8,475 tons, Br S S Shirvan, refined and/or spirit, Gulf, 19s, U K-Continent, July

8,000 tons, Br S S Vimeira, refined and/or spirit, Gulf, 18s, U K-Continent, July

6,635 tons, Ger S S Tageha, crude, California to N K-Continent, end of August, prompt

7,540 tons, Amer S S Republic, refined and/or spirit, Gulf, 38c, north to Hatteras, latter half July

—— tons, Br S S Laurelwood, refined and/or spirit, Gulf, 17s 6d Northern States, 15s Black Sea, 15s California, 29s U K-Continent, B/H July (previously)

6,600 tons, Nor S S Borde, refined and/or spirit, Constanza, 14s, U K-Continent B/H, June (previously)

8,475 tons, Br S S Shirak, Gulf, 18s 6d Curacao, 16s 0d to U K-Continent, July (previously)

5,660 tons, Br S S Tiverton, lubricating oil, Black Sea, 16s 3d, Baltic, June (previously)

10,254 tons, Amer S S Hampton Roads, refined and/or spirit, 18 months consecutive voyages intercoastal, prompt

—— tons, Vacuum Oil Co, S S ——, fuel or crude oil, Curacao, 23c, north of Hatteras, June

7,540 tons, Amer S S Romulus, fuel oil, Gulf, 11c Cristobal, 14c Balboa, charterer's option two ports 16c, June

7,094 tons, Br S S Lucigen, refined and/or spirit, three trips, Gulf 19s 6d, U K-Continent, July

9,298 tons, Amer S S Baldbutte, crude, Tampico, 18s, U K-Continent, June

10,400 tons, Nor Motorship Spinanger, refined and/or spirit, north of Hatteras, basis 30s, one to three ports South Africa, end June

10,400 tons, Nor Motorship Spinanger, refined and/or spirit, Palembang and/or Singapore, basis 29s 6d Australia, second half August

SULPHUR—5,056 tons, Japan S S Yone Maru, Gulf to Harburg, $3.25, June 5-20

6,000 tons, Weir S S ——, Gulf to Auckland, Newcastle, Sydney, Port Kembla, Geelong, Melbourne and Victoria, 42s 6d, July loading

6,000 tons, S S ——, Gulf to Auckland, Newcastle, Sydney, Port Kembla, Geelong, Melbourne and Victoria, 42s 6d, July loading

—— tons, Dan S S —— Maersk, Jacksonville to Rotterdam, Danzig range $5.25, free loading, steamer discharging June 10-20

Animal, Vegetable and Fish Oils

Fats and Greases

(Continued from page 35)

Tallow.—The market had an easier tone. Consumers were inclined to hold off and competition among sellers was somewhat keener. Sales at concessions of ¼c. per pound for the week were noted. There was no auction in London last week.

Domestic Grease Receipts

Receipts at New York last week, in packages:—

	Lard.	Tallow.	Grease.
Saturday	13,215	.....	.....
Monday	3,225	.....	.....
Tuesday	21,467	.....	100
Wednesday	9,625	.....	.....
Thursday	9,130	200	.....
Friday	12,560	.....	.....
Totals	69,122	200	100

Grease Exports

Exports from New York during the week ended June 6, include the following:—

	Pounds			
	Lard.	Stearin.	Tallow.	Grease.
Friday	330,325	.....	.....	.....
Saturday	1,380,255	.....	.....	.....
Monday	2,828,162	28,000	.....	382,000
Tuesday	170,200	.....	.....	.....
Wednesday	1,592,925	.....	.....	170,000
Thursday	336,130	.....	.....	.....
Totals	6,637,997	28,000	.....	552,000
Prev. week	6,779,749	.....	.....	756,400
Last year	5,411,494	.....	.....	480,400
Since January 1:—				
This year	211,362,481	72,400	.....	11,659,800
Last year	203,540,414	321,300	60,600	16,233,720

Chicago Lard and Tallow

CHICAGO, June 7, 1929.

The cash lard market was doing better at midweek, both as to volume and as to the price level and the general tone of the dealings. The improved activity seemed to put the whole market in better and more healthy condition. Still there was not exactly a heavy movement. The buyers were willing to pay harder prices for what material they needed. The export division of the business looked to be of fair proportions, although buying was only fairly well distributed. Tallows looked a shade easier on most grades, with rather ordinary type of buying. Greases were clearly easier, with declines on most of the grades. The stearins were unchanged to slightly firmer on some kinds.

The range of quotations from the opening on Saturday, June 1, to the close on Friday, June 7, is shown in the following tables:—

	Per 100 pounds				
	Open.	High.	Low.	Close.	Previous Friday.
July	$11.50	$11.80	$11.65	$11.80	$11.45
July	11.60	12.00	11.60	11.95	11.60
Oct.	11.95	12.35	11.95	12.30	11.97

TALLOW (per pound, tierces).—Edible, 8c. to 8¼c., nominal; fancy, 8c. to 8c.; prime packers', 7¾c. to 8c.; No. 1 packers', 7¼c. to 7½c.; No. 2 packers', 6¾c. to 6⅞c.; prime renderers', 7¾c.; No. 1 renderers', 7½c.; prime country, 7⅝c. to 7¾c.; No. 1 country, 7¼c. to 7⅜c.; No. 2 country, 6¾c.; B country, 7c. to 7¼c.

GREASES (per pound, tierces).—Pigsfoot, 8½c.; choice white, 7¾c. to 7⅞c.; choice white, export, 8¾c.; A white, 7½c. to 7⅝c.; B white, 7¼c. to 7⅜c.; crackling, 7¼c. to 7⅜c.; yellow, 6¾c. to 7c.; brown, 6⅞c.; garbage, 6c. to 6¼c.; bone naphtha, 6¾c.

STEARINS (per pound, barrels).—Prime oleo, 9¼c. to 9½c.; lard, 14c. to 14½c.; A white, 8c.; export A white, 9¼c.; yellow grease, 7⅜c. to 7½c.; oleo stocks, 9¾c. to 10½c.

Liverpool Lard and Tallow

Quotations pere hundredweight on refined American lard in Liverpool last week were as follows:—

	Spot.	July.	Sept.	Oct.
	s. d.	s. d.	s. d.	s. d.
Saturday	60 6	60 3	61 9	62 9
Monday	60 6	60 3	61 9	62 9
Tuesday	61 0	60 9	62 6	63 3
Wednesday	61 3	61 0	62 6	63 3
Thursday	61 3	60 9	62 6	63 3
Friday	61 3	61 0	62 9	63 3

Quotations per hundredweight on Australian tallow in Liverpool last week were as follows:—

	Choice.	Fine, good mixed.
	s. d.	s. d.
Saturday	41 0	39 0
Monday	41 0	39 0
Tuesday	41 0	39 0
Wednesday	41 0	39 0
Thursday	41 0	39 0
Friday	41 0	39 0

Fatty Acids

Red Oil.—The market had a steady tone, quotations on both distilled and saponified being maintained at previous levels. There was a steady movement into consuming channels on contracts and transient orders.

Stearic Acid. — Raw material was easier, but this was without effect upon the market for stearic acid, the former schedule of quotations being adhered to by producers. A good demand continued to be reported.

Chicago Fatty Acids

CHICAGO, June 7, 1929.

The business in fatty acids ruled light and the price levels at which the bulk of the material moved was little changed from that of the preceding week. Buyers were uncertain of the market and preferred to wait before making commitments. Generally, the market tone was easy. Price on cottonseed foots and on cottonseed roap stock was holding quite well. Buyers were watching raw material markets. Stearic acids looked firm.

Ruling prices were:—

FATTY ACIDS—Corn oil, double distilled, tankcars, 10c. to 10¼c.; barrels, car lots, 10¼c. to 10½c.; barrels, less than car lots, 10½c. to 10¾c.; coconut, tankcars, 10½c.; barrels, car lots, 10¾c.; barrels, less than car lots, 11c.; cottonseed, tankcars, 10¼c. to 10½c.; barrels, car lots, 10½c. to 10¾c.; barrels, less than car lots, 10¾c. to 11c.; settled cottonseed soap stock, 60-62 percent basis, 4⅝c.; boiled down soap stock, 65 percent basis, 4¾c. to 4⅞c.; barrels, 5¼c.; cottonseed foots, 50 percent basis, 2¾c. to 2⅞c.

STEARIC ACID—Double press, 16c.; triple press, 18¼c.

RED OIL—Saponified, 10⅜c. to 10⅞c.; distilled, 10¼c. to 10¾c.; tallow oil, acidless, 10¼c. to 10¾c.

Flaxseed—Linseed Oil, Cake, Meal

(Continued from page 32)

Buenos Aires Flaxseed

The flaxseed market was irregular. Opening prices per bushel on July contracts were:—

	Last week	Last year
Saturday	$1.62	$1.72½
Monday	1.61¾	1.73
Tuesday	1.64½	1.73⅝
Wednesday	1.64⅝	1.71½
Thursday	1.64⅝	* ..
Friday	1.65	1.72

* Holiday.

Exports

	Bushels		
To—	Last week.	Previous week.	Last year.
United States	394,000	59,000	87,000
United Kingdom	79,000	39,000	.....
Continent	606,000	354,000	500,000
Orders	472,000	302,000	378,000
Totals	1,551,000	754,000	965,000

Since January 1

	Bushels	
To—	This year	Last year
United States	13,144,000	6,923,000
United Kingdom	2,251,000	1,938,000
Continent	16,460,000	12,995,000
Orders	13,928,000	13,344,000
Totals	45,783,000	35,300,000

Visible Supply

	Bushels
Last week	4,724,000
Previous week	5,118,000
Last year	7,480,000

Indian Flaxseed Exports

	Bushels		
To—	Last week.	Previous week.	Last year.
United Kingdom	.....	184,000	.....
Continent	212,000	4,000	172,000
Totals	212,000	188,000	172,000

	Bushels	
Since April 1—	This year.	Last year.
United Kingdom	360,000	168,000
Continent	564,000	1,052,000
Totals	924,000	1,220,000

London Flaxseed Prices

Quotations on Calcutta flaxseed at London last week were:—

	Per ton		
	£	s.	d.
Saturday	17	0	0
Monday	17	2	6
Tuesday	17	2	6
Wednesday	17	2	6
Thursday	17	2	6
Friday	17	2	6

Hull Flaxseed Prices

Quotations on flaxseed at Hull last week were:—

	Per ton	
	La Plata.	Calcutta.
Saturday	£15¼	£17
Monday	15¼	16⅞
Tuesday	15⅜	17
Wednesday	15⅜	17
Thursday	15⅜	17
Friday	15½	17⅛

Antwerp Flaxseed Prices

Quotations on flaxseed in Antwerp during last week were:—

	Per 100 kilos. Francs.
Saturday	306
Monday	307
Tuesday	309
Wednesday	310
Thursday	309
Friday	310

Linseed Cake and Meal

The market was easier. The export inquiry for cake was quieter, buyers in some cases apparently being inclined to hold aloof owing to the sharp fluctuations in seed prices. Meal was rather slow. Offerings of both cake and meal were somewhat freer.

Minneapolis Linseed Meal

MINNEAPOLIS, June 7, 1929.

Demand for meal is thin and featureless because of warmer weather and better pasturage conditions. Crushers have little meal to sell for June shipment but would like to seel some for July movement at current prices. Brokers are offering moderate quantities at cheaper prices than the crushers care to quote. In a general way, the market is very quiet and easy. Shipping instructions on maturing contracts are holding fair. Brokers find it rather difficult to get them promplty at times, but the crushers are not complaining much.

Quotations on carload lots, f.o.b. Minneapolis, 100-pound sacks, $50.50 to $51 per ton.

Daily shipments of linseed oil meal and cake during the week ending June 7, 1929, and in the corresponding week last year, were, in pounds:—

	1929.	1928.
Saturday	221,190	699,484
Monday	221,275	383,845
Tuesday	171,275	334,945
Wednesday	314,190	518,180
Thursday	341,400	379,585
Friday	452,460	539,880
Totals	1,721,790	2,855,919
Previous totals	210,199,272	232,730,433
Totals to date	211,921,062	235,586,352

Chicago Linseed Meal

CHICAGO, June 7, 1929.

Linseed meal was quiet and featureless, except that the price range looked a shade easier. Buying was slack. Offerings were entirely sufficient to take care of buyers' needs and the market looked to be waiting for some development for action. Resale meal was a factor to a minor extent. Ruling prices per ton for June shipment were:—Round lots, $50.50; car lots, $51; less than car lots, $54.50 to $55.

Linseed Oil

The market here for linseed oil was rather quiet last week, but owing to a sharp recovery in seed prices at the Northwest, the tone here was steadier. Crushers announced an advance of 1 point in prices to 10.4c. per pound in car lots, cooperage basis, and 9.6c. per pound in tankcars.

Business was disappointing to some in the trade so far as the volume of new orders was concerned though there was a steady movement into consuming channels on contracts. A somewhat better inquiry was reported in some quarters from jobbers. Large consumers, however, were inclined to hold off and await further developments in the crop situation.

Weather conditions in parts of the Northwest were unfavorable, temperatures being too low for germination and growth. An increase continued to be reported, however, in the acreage. The country was reported to have sold September on the advance in prices. There was a fairly active demand for cash seed.

The Buenos Aires seed market closed at an advance after being lower at one time. Shipments from Argentina to the United States and other countries were considerably larger than in the previous week and there was a further decrease in ports stocks.

Minneapolis Linseed Oil

MINNEAPOLIS, June 7, 1929.

Wild moves in the futures market are not fully reflected in oil quotations, and there is a fairly good demand for the finished product. There is much unsettlement over the final fixing of the tariff law and some question as to the comparative protection of the tariff on oil. This tends to prevent domestic demand for oil from becoming sharp. Enough of the buyers are interested to place orders rather freely for new crop shipment, and business is good for this time of the year.

Shipping instructions on maturing contracts continue good, and the outmovement from this market is quite liberal, considering the season. The total is better than it was a year ago at this time.

Trade in small lots is active as yet. Weather conditions are very favorable for farm painting, and the farmers are through with their spring seed work.

Quotations on carload lots f.o.b. Minneapolis, cooperage, 10.4c. per pound; tankcar lots, 9.6c. per pound, and warehouse lots, 10.8c. per pound. September-April shipment is quoted at 0.2c. discount. Owing to the lower trend of meal prices the tendency of the market for oil is strong.

Daily shipments of linseed oil during the week ending June 7, 1929, and in the corresponding week last year were, in pounds.—

Daily shipments of linseed oil during the week ending June 7, 1929, and in the corresponding week last year, were, in pounds:—

	1929.	1928.
Saturday	379,391	1,064,085
Monday	764,472	463,507
Tuesday	680,669	592,414
Wednesday	800,579	966,065
Thursday	605,534	772,134
Friday	331,009	695,896
Totals	3,561,654	4,554,101
Previous total	115,227,869	118,828,167
Totals to date	118,789,523	123,382,268

Chicago Linseed Oil

CHICAGO, June 7, 1929.

Buying was quiet and the linseed oil market here ruled rather inactive on moderate and routine dealings. Prices in the aggregate showed no important change in the quotations of the leading sellers. Offerings were strictly in hand, and the market seemed in control despite inactivity. Ruling prices were:—Tankcar, June-August, 9.6c.; cooperage, car lots, June-August, 10.4c.; warehouse deliveries, 10.8c.

Antwerp and London Oil

Quotations on linseed oil in Antwerp and London last week were:—

	Antwerp. per 100 kilos. francs.	London. per cwt. s.	d.
Saturday	492	27	9
Monday	495	27	10½
Tuesday	497	27	10½
Wednesday	500	27	10½
Thursday	500	27	10½
Friday	500	27	10½

Argentine Flaxseed Duty

WASHINGTON, June 4, 1929.

The June export duty on flaxseed shipped from Argentina is 0.32 gold peso per metric ton, as against a rate of 0.47 peso in May, the Department of Commerce was informed today.

Margarin Output in April

Production of margarins in April was reported to the United States Bureau of Internal Revenue by manufacturers as follows:—

	Pounds	
	April, 1929.	April, 1928.
Uncolored margarin	27,237,173	22,989,710
Colored margarin	1,466,441	1,300,807
Totals	28,703,614	24,290,517

Mrs. Gertrude S. Garrigan, assistant manager of the Scientific Oil Compounding Company, Chicago, completed May 27 twenty-five years of continuous service with the company. On leaving school, Mrs. Garrigan entered the employ of Otto Eisenschiml, founder of the company, as a chemist, and has risen to her present position because of her faculty for hard work. She is married to the superintendent of the Scientific Compounding plant. The employees presented her with a chest of silver table service in honor of the occasion.

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Phone—Port Richmond 6020

New York Office
90 Warren St.
Phone—Barclay 0900

Naval Stores

(Continued from page 31)

Jacksonville Rosin

JACKSONVILLE, June 7, 1929.

Domestic trade in rosin was good, all grades being wanted. Receipts were large. Following in a record of the market for the week:—

	Price per unit, low of range quoted					
	Sat.	*Mon.	Tues.	Wed.	Thurs.	Fri.
B	$6.30	...	$6.30	$6.30	$6.40	$6.60
D	6.60	...	6.60	6.60	6.60	6.80
E	7.00	...	7.00	7.00	7.00	6.95
F	7.10	...	7.15	7.15	7.10	7.10
G	7.15	...	7.15	7.15	7.10	7.10
H	7.15	...	7.15	7.15	7.10	7.10
I	7.15	...	7.15	7.15	7.10	7.10
K	7.20	...	7.15	7.15	7.15	7.15
M	7.25	...	7.25	7.25	7.20	7.15
N	7.70	...	7.60	7.60	7.60	7.55
W.G.	8.00	...	7.95	7.95	8.00	7.85
W.W.	8.05	...	8.60	8.60	8.50	8.40
X	8.75	...	8.65	8.60	8.55	8.40
	Barrels					
Sales	931	...	1,882	739	2,162	1,712
Receipts	1,726	...	5,380	1,870	2,001	2,882
Shipments	6,675	...	1,831	961	4,985	1,132
Stocks	38,097	...	39,646	40,555	37,561	39,311

* Holiday.

Pensacola Rosin

PENSACOLA, June 4, 1929.

The movement of rosin was moderate. A steady tone prevailed. Following is a record of the market for the week:—

	Barrels					
	Wed.	Thurs.	Fri.	Sat.	Mon.	Tues.
Receipts	212	714	710	351	322	2,326
Shipments	476	1,180	692	2,330	400	275
Stocks	13,531	13,065	13,083	11,104	11,026	13,077

Chicago Rosin

CHICAGO, June 7, 1929.

There was a continuation of the extremely heavy demand for material in the Chicago rosin market and the volume of business transacted continued unusually large. Receipts were reported all around as comprising big totals. Meanwhile the general price structure on the several grades was undergoing slight downward revisions, although there was no outright weakness. Ruling prices at the close of business last night in lots of 280 pounds were $8.90; G grade ,$9.60; M grade, $9.70; W. W. grade, $11.10.

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2— 30 gal. Jacketed Copper Kettles.
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3— 250 gal. Jacketed Copper Kettles.
150—"Wear-Ever" Aluminum Jacketed Kettles, 40 and 80 gals. capacity.
2— 20 gal. Experimental Mixers.
2— 60 gal. Day Mixers.
2— 100 gal. Jacketed Mixer Kettles.
2— 150 gal. Jacketed Vallelron Mixers.
1— 500 gal. C. I. Sulphomator.
2— 900 gal. Horizontal Steel Mixers.
5—1500 gal. C. I. Reduction Kettles.
3—1000 gal. Jacketed Nitrators.

DISTILLING APPARATUS

1— 50 gal. Jacketed Copper Still.
2— 75 gal. Jacketed Copper Stills.
1—150 gal. Jacketed Copper Still.
1—300 gal. Copper Still.
2—400 gal. Copper Stills.
4—115 gal. Aluminum Jacketed Stills.
1—150 gal. Enamelled Still.
6—Copper Columns, 15 in., 18 in., 24 in., Diam.
5—Dephlegmators, 15 in., 18 in., 24 in. Diam.
9—Condensers, Assorted.

FILTERS

1—36 in. Shriver C. I. Filter Press.
1—30 in. Sperry C. I. Filter Press.
1—30 in. Shriver-Atkin C. I. Press.
4—30 in. sq. Wooden Filter Presses.
5—24 in. sq. Wooden Filter Presses.
2—24 in. sq. Cast Iron Filter Presses.
3—18 in. sq. Wooden Filter Presses.
20—30 in. Filter Press Skeletons.
2—Kiefer Multiple Filters.

EVAPORATORS

1—Devine Vacuum Evaporator.
4—Jacketed Evaporating Pans, 7 ft. x 30 in.
2—Evaporating Pans, 6 x 3 ft.
2—Zaremba Evaporators, 5 ft. diam.

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20—Beach Russ Rotary Vacuums.
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1—Devine, 5 x 10 x 8.
1—Blaisdell, 14 x 10 in.; Belted.
1—Alberger, 8 x 16 x 18.

MISCELLANEOUS

5—Abbe Mills, 24 x 30 in.; 4 ft. x 5 ft.
1—Allis-Chalmers Rotary Hammermill.
1—Jeffrey Sizke Roll Coal Crusher.
1—Gruendler Crusher.
4—Lehman Bean Roasters.
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London Rosin Prices

Quotations on rosin per hundredweight in barrels in London during last week were:—

	Common.		Water white.		Type G.	
	s.	d.	s.	d.	s.	d.
Saturday	19	0	23	9	19	0
Monday	19	0	23	9	19	0
Tuesday	19	0	23	9	19	0
Wednesday	19	0	23	9	19	0
Thursday	19	0	23	9	19	0
Friday	19	0	23	9	19	0

Liverpool Rosin Prices

Quotations on common rosin in Liverpool last week were as follows:—

	Per cwt. In barrels.	
	s.	d.
Saturday	19	6
Monday	19	6
Tuesday	19	6
Wednesday	19	6
Thursday	19	6
Friday	19	6

Other Naval Stores

Pine Oil.—Trade was fairly active on spot, although there was apparently no broadening of business, consumers being averse to purchasing in advance of requirements. The market retained a steady tone.

Pitch.—Trade lacked snap, but the inquiry for small or moderate quantities for prompt shipment was fairly active. Supplies on spot appear to be moderate and the market continued to present a steady appearance.

Rosin Oil.—In the absence of sharp changes in basic material, the market here had a steady tone and price movements were narrow. There was a fairly active call for moderate quantities.

Tar.—Reports were current of a somewhat better inquiry for moderate lots from local and outside buyers. Offerings were light and the market retained a firm tone.

Cottonseed Oil, Cake, Meal

Cottonseed Oil

(Continued from page 33)

Friday, June 7, 1929

	Cents per lb. in bbls. High.	Low.	Close.	Sales. Barrels.
January	10.28	10.28	10.28@—	100
June	..	..	9.75@10.10	...
July	9.94	9.86	9.86@—	9,900
August	..	..	9.95@10.10	...
September	10.20	10.14	10.13@10.15	1,500
October	10.27	10.19	10.18@10.19	2,200
November	..	..	10.15@10.22	...
December	10.28	10.23	10.24@10.26	3,800
Total sales				*23,300

Spot (prime summer yellow)—9.70@10.25. Crude—Nominal.

* Includes 5,800 switches.

Saturday cottonseed oil prices will be found on page 2.

Atlanta Cottonseed Products

ATLANTA, June 6, 1929.

Trading in cottonseed products is quiet. The lowering cottonseed meal price is reported to have stimulated some trading by feed interests. Linters are facing a dull market. Other items are steady with only light trading. Crop conditions were not favored by recent weather. Cool and wet weather has prevailed.

The market quotations are as follows:—

OIL—Prime crude, 7⅞c. per pound.

MEAL—7 per cent meal at $31.50 to $32 per ton.

HULLS—$13 to $14 per ton.

LINTERS—First cut, 5c. to 5½c. per pound; clean mill run, 3½c. to 4c.; second cut, 3c. to 3½c. per pound.

New Orleans Cottonseed

NEW ORLEANS, June 5, 1929.

Refined oil and meal met with a fair demand, but other products were quiet. Offerings of crude oil were still limited. Prime crude oil, 7¾c. per pound, f.o.b. New Orleans; prime summer yellow, 9⅞c. per pound; soap stock, 50 percent, loose, 3½c. per pound; meal, 8 percent ammonia, $39.50 to $39.75 per ton; cake, 8 percent ammonia, $36.50 to $37 per ton.

Hull Cottonseed Oil Prices

Quotations on cottonseed oil in barrels in Hull, England, last week were:—

	Refined, per cwt.		Egyptian crude, per cwt.	
	s.	d.	s.	d.
Saturday	30	6	26	3
Monday	30	0	26	3
Tuesday	30	0	26	3
Wednesday	30	0	26	3
Thursday	30	0	26	3
Friday	30	0	26	6

Chicago Cottonseed Oil

CHICAGO, June 7, 1929.

A fairly good tone, with moderate buying has been reported in the market for cottonseed oil here for some days past. Prices are no weaker, in fact, they have been showing a little tendency here and there to firm up slightly, although price movements have been of a minor character. Buyers were still watching for market developments. Texas prime crude, nearby, was quoted 7¾c. bid, while Valley and Southeastern crude was quoted 8c. bid. Good, off-summer yellow fig oil was firm, quoted at 8⅞c. Refined, edible oil for the most part ruled about unchanged, going 11c. to 11¼c., barrels, car lots; and 11¾c. to 12c. in barrels, less than car lots.

Drugs—Fine Chemicals

(Continued from page 65)

Opium.—Prices were firm. Unmanufactured surplus stocks were negligible and in view of the strength in the primary market it was felt that a strong undertone would prevail for a long time to come.

CONSTANTINOPLE, May 15.—Sales during the past fortnight have amounted to 105 cases druggists' at £T30 to £T35 per oke, 26 "softs" at £T32 to £T35, and eight Malatia at £T30 to £T32. Speculation continues to be the supporting feature of the market. The soil is not any more favorable, and so purchase of one or two cases each day make prices in the neighborhood of 26s. for the 12 percent. Beneficial rains have fallen in all the production districts. An estimate for the next crop is at least 3,000 cases, to which can be added from 1,200 to 1,500 cases held at Smyrna. There will also be about 500 cases at Macedonia and about 500 cases of new crop already in this district. This will give an approximate total of 5,200 cases for the coming year. Arrivals have been 1,628 druggists', 385 "softs" and 129 Malatia, giving a total of 2,142 cases, against 2,141 over the same period last year. Stocks are now 548 druggists', 140 "softs" and 68 Malatia, making 756 cases, against 877 on this date last year.

Paraformaldehyde.—A fair to good demand prevailed. The firmness of prices rested mainly in the strength of raw material and the excellent call therefor that has checked virtually all competition in the article.

Podophyllin.—Whereas some easier undertones have come in raw material obtained from the spring dig of the same, podophyllin has remained steady to firm and utterly free from competition between the principal producers.

Potash Guaiacol Sulphonate.—A limited call was current, but prices seem to be rather steady, and for the most part incapable of being shaded. Production has been brought within normal needs.

Quinine.—The usual falling off in demand from most parts of the country has reduced business in this article. However, it was said that a very fair movement to the Southern States tends to keep sales volume up. Buramic, the export sales agency handling all sales of quinine to the United States, continues to quote f.o.b. European points, this custom having supplanted that of quoting f.o.b. United States ports. Discounts have not been entirely eliminated in sales made to buyers here, but it is clear that elimination is the end in view. As it is now, they have been reduced in size and curtailed as to the instances in which they are granted. In the past, sales have been made at 40c. per ounce less discounts that often times brought the price down to 36c. per ounce, United States ports. It was learned last week that Buramic is offering at close to the latter figure, f.o.b. European shipment ports. In all probability, the buyer from Buramic would have a total cost of 38c. to 39c. after he had paid all transportation and other charges formerly paid by the shipper because of the rather intense competition for quinine business. There is little or no competition in quinine business at present, compared with what had prevailed prior to the signing of the consent decree.

Rochelle Salt.—Due to the fact that some raw materials have an advancing tendency, if not actual trend, this article is reported to be in very firm position under very fair and entirely normal demand.

Seidlitz Mixture.—The advancing tendency in raw material kept this article in undertone and free from price unsettlement at the present time.

Silver Nitrate.—The schedule of prices since the last report prevailed at the following levels, covering quantities of 100 ounces; small lots cost from 1c. to 2c. more, and quantities of 500 ounces about 1c. less; comparison of New York and London prices for bullion is also provided.

	Per Ounce		
	Nitrate. Cents.	Bullion New York. Cents.	Bullion London. Pence.
Saturday	38¼	52⅝	24⅜
Monday	37⅛	52⅜	24⅛
Tuesday	37⅛	51⅝	24
Wednesday	37⅛	52⅛	24
Thursday	37⅛	51¾	24
Friday	37⅛	..	..

Foreign Trade Openings

Correspondence in regard to any of the following foreign trade opportunities should be addressed to the Bureau of Foreign and Domestic Commerce, Washington, or to any district or cooperative office of the bureau and not to this paper. When writing give the number of the item:—

Acetic acid and bichromate of potash: —Agency and purchase; Alexandria, Egypt (38723).

Arsenic and metal oxides:—Purchase; Hamburg, Germany (38704).

Bone black:—Purchase; Nantes, France (38663).

Borax, powdered:—Agency; Oslo, Norway (38773).

Cadmium, selenium, and asbestine:—Purchase; Hamburg, Germany (38754).

Carbon tetrachloride:—Purchase; Vancouver, Canada (38671).

Caustic soda, sodium carbonate, soda ash and potassium carbonate:—Purchase and agency; Shaighai, China (38658).

Cement, Portland, and gypsum:—Agency; Montreal, Canada (38597).

Chemicals for school laboratories:—Purchase; Branda, Canada (38819).

Copra and linseed oil cake:—Purchase; Montreal, Canada (38731).

Cottonseed oil:—Agency; Wellington, New Zealand (38672).

Dyes, anilin and alizarin; vat colors; and synthetic indigo:—Purchase and agency; Bombay, India (38772).

Dyes and chemicals for leather and textile:—Sole agency; Haarlem, Netherlands.

Gasoline, and other petroleum products: —Purchase; Berlin, Germany (38792).

Glucose: — Agency; Johannesburg, South Africa (38546).

Iodine:—Agency; Schweinfurt, Germany (38725).

Iodine, potassium iodide, and sodium iodide:— Purchase; Meppel, Netherlands (38659).

Lubricating oil, particularly spindle oil: —Agency; Shanghai, China (38794).

Matches:—Purchase; Calgary, Canada (38818).

Medicinal preparations: — Agency; Schweinfurt, Germany (38725).

Nitrocellulose lacquers: — Agency; Rome, Italy (38686).

Oil, coconut, for shampoo base:—Purchase and agency; Montreal, Canada (38597).

Oil cakes, and other feeds:—Purchase or agency; London, England (38729).

Paint removers, polishes, linseed oil substitutes and putty:—Purchase; San Juan, P. R. (38626).

Paints:—Agency; Montreal, Canada (38597).

Paints:—Agency; Sydney, Australia (38741).

Paints and roofing preparations:—Agency; Montreal, Canada (38784).

Paints, varnishes and enamels:—Purchase; Nantes, France (38663).

Pharmaceuticals: — Purchase and agency; Cairo, Egypt (38356).

Pharmaceuticals and toilet preparations:—Purchase and agency; Hamburg, Germany (38349).

Pharmaceuticals: — Agency; Buenos Aires, Argentina (38466).

Pharmaceuticals and cosmetics: — Agency; Kolberg, Germany (38520).

Pharmaceuticals and toilet preparations:—Agency; Tallin, Estonia (32472).

Plastics:—Purchase; Barcelona, Spain (38682).

Polishes, metal:—Agency; Winnipeg, Canada (38617).

Polishes, nickel:—Agency and purchase; Hamburg, Germany (38660).

Potash, chlorate: — Agency; Havana, Cuba (38468).

Quinine sulphate: — Purchase and agency; Stratford, England (38236).

Gums, Waxes Shellac

(Continued from page 71)

Calcutta Shellac Prices

Quotations for U.S.S.A., T.N., c.&f. New York, import terms, cash on arrival, were as follows:—

	Per pound— June 7.	May 31.
June	40½c.	40½c.
July	41c.	41½c.
August	41½c.	...
September	42c.	...

Shellac Importers Discuss Excess Arsenic Problem

The regular meeting of the United States Shellac Importers' Association was held June 4 at the Drug and Chemical Club, this city. The excess arsenic content of shellac is one of the principal concerns of the importing trade at this time, and the meeting was given over to a rather extended discussion of the establishment of arsenic standards, tolerances, tests, methods of analysis, and the attitude of Calcutta shippers and manufacturers to the idea of establishing a control of arsenic, including penalties for excesses above whatever maximum might be decided on. The period was one in which progress was reported, but the problem is still in the stage of being studied. Further study was recommended.

Work in research for the association being conducted by the Brooklyn Polytechnic Institute was discussed, and the opinion was that the interest of the shellac trade would probably be served best by the research staff devoting its energies to pure research rather than to consideration of practical and specific problems.

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SALES AGENCY wanted—Manufacturer with established following among Massachusetts hardware and paint dealers will consider limited number of quality items on commission basis. Opportunity for Boston office with warehouse facilities. BOX 631, Oil, Paint and Drug Reporter.

MANUFACTURER'S REPRESENTATIVE in middle west desires alcohol connection with producer. Has experience and good following with manufacturing and jobbing trade. Yearly gallonage about three quarters million gallons. Address BOX 634, Oil, Paint and Drug Reporter.

Equipment Offered

FOR SALE—Bottle fillers, crown cork capping machines, labeling machines, filters, centrifugal and rotary pumps. Also DeLaval and Sharples clarifiers, copper and aluminum stills, copper, aluminum and iron kettles, gas and coal steam boilers, copper columns, dephlegmators and condensers. Machinery and Equipment Co., 225 Sherman avenue, Newark, N. J.

ABBE PEBBLE MILLS:—Two 4-ft. by 5-ft.; two 80-gallon liquid interchangeable mixers; three pair of 50-gallon paste mixers; five 16 by 40 roller paint mills. Irving Barcan Co., 30 Church street, New York, N. Y. Telephone Cortlandt 2195.

FOR SALE—Twenty new 50-gallon enamel tanks, with covers, stands and faucets; 3-Kane 10 HP gas boilers; Day and Ross ointment mills; Day sifters and mixers; Stokes tablet machine; Kiefer fillers and filters; Sperry 12" iron filter press; Stokes powder filler; copper and other kettles; high speed mixers, etc. Chemical Machinery Co., 405 East 15th street, New York City. Stuyvesant 8139.

WE CARRY in stock guaranteed used equipment—dough, chemical and powder mixers; copper, steel, glass-lined and cast-iron kettles; tanks, filters, mills, pulverizers, etc. Send us your inquiries. Loeb Equipment Supply Co., 618 West Lake street, Chicago.

FOR SALE—One Zaremba double effect evaporator, class 11; one Swenson single effect evaporator, salt bottom and salt filter; one Schaum & Uhlinger size 40 centrifuge; one Buffalo vacuum dryer, 3 x 20 ft.; one Dracco 3-compartment perfecto filter (never used); one Williams pulverizer; one Read reversible mixer; one Moline carbon-black packer; 394 sq. ft. (8 pcs.) ¼-in. Ascoloy sheets (new); 11 pcs. Ascoloy 16 gauge, 44 in. x 120 in. (new); pumps, shafting, pulleys, etc. A. M. Fuller, Chula Vista, California.

FOR SALE—One 8-truck Proctor atmospheric dryer, modern type; can be seen in operation. BOX 621, Oil, Paint and Drug Reporter.

FOR SALE—Equipment from alcohol plant. Four pneumercators complete with copper tubes; two 1,500 gallon steel storage tanks with stands; six 500 gallon liquid mixers on stands; three large platform scales. BOX 625, Oil, Paint and Drug Reporter.

MIXERS—One 100-gallon jacketed W. & P. mixer; one 250-gallon unjacketed W. & P. mixer; two No. 6 Sharples clarifiers; one Shriver lead 18x18 filter press; one 300-gallon Devine steam jacketed kettle; two 250-gallon copper steam jacketed kettles; two Rodgers motor-driven powder-filling machines; one Colton air type tube filler, collapsible, motor driven; one Day 8-gallon and 40-gallon pony mixers; one 500-gallon Pfaudler glass-lined storage tank; one Colton hand operated tube filler; one Stokes "D" rotary tablet machine. BOX 626, Oil, Paint and Drug Reporter.

FOR SALE—Twenty-in. stone paint mills; 15-gal. pony mixer; 11 x 22 and 17 x 31 stone three-roll mills; 15 x 30 steel three-roll W. C. mill; ½ bbl. to 5½ bbl. mixers; gang of four 12-in. W. C. iron paint mills; 24-in. disintegrator; 24-in. Coggeswell mill; 16-in. stone dry mills; crushers, sifters, etc. J. F. Campbell, 55 Laurel street, Philadelphia, Pa.

Equipment Offered

FOR SALE—One 30, one 24, four 20 stone paint mills; popcorn wrapping and sealing machine; 50 gallon paste mixer. William Brady, 9615 134th avenue, Ozone Park, New York. Telephone Virginia 7275.

FIND WHAT you want right in New York City. Pony mixers, post mixers, Day sifter-mixers, Imperial mixers, revolvators, jacketed kettles, tanks, three-roller mills, dough mixers. Storms-Harvey Equipment, 50 West Third street. Spring 8955.

Equipment Wanted

COPPER STILLS and kettles, 25 to 400 gals.; cast-iron filter presses; storage tanks, 2,000 to 20,000 gals.; autoclaves, 1 to 10 gals. BOX 490, Oil, Paint and Drug Reporter.

WANTED—Two large Sweetland filter presses; two W. & P. mixers, 100 to 200 gallons capacity. Not interested unless full particulars are given. BOX 627, Oil, Paint and Drug Reporter.

WANTED—Second hand oil extractor; continuous feed; small size; to press mustard seed at rate of about three hundred pounds per hour. Send illustration if possible. Give floor space and power required. Quote lowest cash price. B. Heller & Co., 3925 Calumet avenue, Chicago, Ill.

Materials Offered

LINOLEATE - MANGANESE — True linoleate, made from pure linseed oil only; completely dehydrated. "Every pound the same." Made and sold by the Pantasote Leather Co., Passaic, N. J.

WE HAVE made a number of connections with people in various lines who are looking for additional business. This puts us into a position where we can buy for you to better advantage than you yourselves can. It will be more profitable to buy than to expand your factory. BOX 640, Oil, Paint and Drug Reporter.

Materials Wanted

BY - PRODUCTS WANTED — Low priced chemical by-products, liquid or solid, are wanted by this advertiser. If you have such materials please communicate with BOX 628, Oil, Paint and Drug Reporter.

Plants Offered

VARNISH and paint plant, vacant, unrestricted, laboratories, out buildings, six fires, elevator, tanks, kettles, sheds. Will divide to suit buyer. Formerly Toch Bros. plant, Long Island City. Perfect transportation, delivery, and shipping facilities. Realty Executives, Inc., Chatham Phenix Building, Bridge Plaza, L. I. City, N. Y. Tel. Stillwell 0670.

PLANT or vegetable oil refinery—rent, lease or sale practically fully equipped with laboratory ready for immediate operation—direct railroad siding; ideal branch for soap, chemical or oil plant. For full particulars write Chas. Rockman, Room 100, 1509 Arch street, Philadelphia.

Positions Vacant

FACTORY MANAGER—Familiar with manufacture of paints and asphalt products and has chemical knowledge. State age, education, references and salary desired in first letter. BOX 632, Oil, Paint and Drug Reporter.

PLASTIC PAINT manufacturing company desires salesman who can sell their products to the New York City trade. Exceptional opportunity for man of ability who is interested in a salary and bonus proposition. State age, experience, salary or drawing account expected. BOX 635, Oil, Paint and Drug Reporter.

SALESMAN, experience not essential, to sell excellent line of flavoring extracts. Full particulars as to previous connections must be furnished. Prospects of partnership. BOX 639, Oil, Paint and Drug Reporter.

Positions Wanted

PHARMACEUTICAL CHEMIST, who understands thoroughly the manufacture of tablets, capsules, galenicals and toilet preparations, desires position. Age 30 years, German, married. BOX 630, Oil, Paint and Drug Reporter.

Positions Wanted

CHEMIST-ACCOUNTANT, registered pharmacist, five years' varied experience in office of large manufacturing chemists; also five years behind counter in retail drug stores; acquainted with pharmaceuticals, chemicals, etc. Address Louis Lieberson, 300 Parkville avenue, Brooklyn, N. Y.

SALES MANAGER over 20 years' experience in dyestuff chemicals and oils, manufacturing experience, married; open for engagement. Excellent reference. Salary, $5,000. Address J. W., BOX 633, Oil, Paint and Drug Reporter.

SALES, ADVERTISING and promotion manager with chemical and industrial engineering training, and over ten years' international trade development experience, seeks permanent connection with highly ethical, responsible and progressive firm in New York or Westchester. "R," BOX 636, Oil, Paint and Drug Reporter.

MANUFACTURERS—Have you an opening for a representative who has a wide, personal acquaintance with wholesale druggists in the Atlantic Coast territory from Maryland to Florida? Advertiser has had many years' experience in an executive capacity in leading wholesale drug house. Highest references as to integrity and ability. BOX 637, Oil, Paint and Drug Reporter.

CHEMIST, practical experience pyroxylin lacquers, paints, varnishes, oils, enamels, colors, shellac, food products, excellent production man, technical graduate, highest references, seeks connection as assistant superintendent or foreman; age 36, married. BOX 638, Oil, Paint and Drug Reporter.

Services Offered

WHEN YOU need help on lacquers, when you want to duplicate or to improve a formula, when you need a new lacquer for a specific purpose. BOX 629, Oil, Paint and Drug Reporter.

VISIT OUR SHOPS

CENTRIFUGALS (Extractors)
24—30 to 60" Standard makes.

DISTILLING EQUIPMENT
10—Copper Columns, 12 to 60" dia.
15—Condensers, 50 to 1200 sq. ft.

DRYERS—KILNS
4—Proctor & Gordon, 2 to 8 trucks; also 4 tray types.
9—Devine, Nos. 11, 23, 32, 24, 56.
4—Stokes, Devine, 3 x 15, 4 x 20', 5 x 25'.

EVAPORATORS AND PANS
2—Zaremba & Scott, single effects.
3—40 to 200 gal. Copper and C. I. Vac. Pans.

FILTER PRESSES
8—Iron, 12, 18, 24, 30, 36 and 42".
6—Wood, 24, 30, 32, 36 and 42".
4—Kelly, Nos. 150, 250 and 450.
7—Sweetlands, Nos. 2, 7, 10, 11 and 12.
4—Oliver, 3 x 4, 6 x 6, 8 x 12.
2—American, 6', 8', 2 and 4 disc.

GRINDERS AND PULVERIZERS
6—Raymond, Nos. 1, 0, 00 and 0000.
4—Schutz-O'Neill, 16, 20, 22 and 28".

PAINT AND INK MILLS
10—5 x 12, 9 x 28, 12 x 30, 16 x 40".
10—12 to 36" dia. Iron and Stone Mills.
6—Pebble Mills, 10 to 500 gals.

KETTLES
9—Jack. open and closed, 50 to 1,000 gals.
18—Copper and Aluminum Kettles, 10 to 250 gals.

MIXERS
5—W. & P. Jack. and Plain, 9 to 300 gals.
4—Dough Mixers, 1 to 5 bbls.
3—Pony Mixers, 8 to 40 gals.
7—Day & Gedge Gray, 50 to 3,000 lbs.

Complete line of Pumps, Tanks, Stills, Boilers, etc.

Wire, Phone, Write for Complete Lists! We Will Buy Your Surplus Equipment!

STEIN-BRILL CORPORATION
25 Church Street New York City
Barclay 4850-1-2 Cable, "BRISTEN"

FOAM A BARYTES

THE WHITEST BARYTES IN THE WORLD

NATIONAL PIGMENTS & CHEMICAL COMPANY

Factory, St. Louis, Mo. 136 LIBERTY STREET, NEW YORK CITY

A SQUARE DEAL

Is your assurance when you buy Good Used Machinery from Consolidated Products Company. Reliability and honest representation are responsible for our large growth and steady repeat business. Every item leaving our shops is thoroughly overhauled and rebuilt. We buy your Idle Machinery for cash. Send us your list.

In Stock Ready for Immediate Shipment

AUTOCLAVES
2—250-gallon, Jacketed, Agitated.
1—400-gallon, Jacketed, Agitated.

DRYERS
1—Proctor Tunnel Dryer.
4—Proctor and Gordon, tray and truck.
11—Vacuum Shelf, Nos. 27, 23, 12, 11.
6—Rotary Vacuum, 3 x 15' to 5 x 33'.
6—Drum Dryers, single and double, Atmospheric.

EVAPORATORS
8—Single, Double, Triple, Quadruple Effects; Swenson, Scott, Stokes.

CENTRIFUGALS
Copper and Steel Baskets
3—60" Tolhurst. 30" Troy.
4—48" Tolhurst. 24" Troy.
2—40" Tolhurst. 20" American.

FILTER PRESSES
17—Shriver, Johnson, Sperry, 12" x 12" to 42" x 42".
12—Sweetland, Nos. 12, 11, 10, 5, 2.
8—Oliver, 3 x 2, 6 x 4, 6 x 6.

W. & P. MIXERS
1—Size 8, Type 3, Unjacketed, 4½ gal.
1—Size 11, Type 3, Jacketed, 9 gal.
3—Size 15, Type 7, Jacketed, 100 gal.
2—Size 16, Type 6, Jacketed, 150 gal.
1—Size 17, Type 7, Jacketed, 200 gal.
1—Unjacketed, 450 gal.
2—Unjacketed, 950 gal.
1—Size 30, Jacketed, 2300 gal.

MIXERS
6—5000 gallons, Vertical coils.
2—Day Jumbo, 500 to 1000 gals.
15—Dough, Single and Double Blades, jacketed, unjacketed, 20 to 500 gals.
14—Sizes A, B, C and D, Day Sifters and Mixers.

KETTLES
All Types and Sizes
300 in stock—open top, closed, jacketed and unjacketed, with and without agitators, vertical and horizontal.

LIQUIDATION of the Entire Machinery and Equipment of the $4,000,000 New Departure Reduction Company plant at Green Ridge, Staten Island, N. Y.

SPECIAL ITEMS
103—Bartlett & Snow Vacuum Crystallizers or Reducing Digestor Jacketed Kettles, 9' 6" dia. x 3' deep, complete with agitators and driving mechanism.
5—625 H. P. Geary Boilers, Heine Type, 200 lbs. pressure. Complete with gravity feed Taylor Stokers and Automatic Ash Hoppers.
6000-ft. Scraper, Belt, Apron, Screw and Bucket Conveyors. Send for list.
MISCELLANEOUS—Motors, Pumps, Dry Pans, Swing Hammer Mills, Air Compressors, Rotary Screens, Gasoline Locomotives, 36" gauge.

Made of Cast Iron, Steel, Copper, Aluminum, Glass Lined, Lead Lined, Duriron and Monel Metal.
Capacities from 25 gals. to 20,000 gals.

DISTILLING UNITS
10—Badger and Lummus Copper Column Units, 54", 48", 36", 30", 24" and 12".

VACUUM PANS
10—Copper, 25 gal. to 600 gal.
2—100 gal. Aluminum Jacketed Pans.
1—6' Copper; 1—7' Cast Iron.

SULPHUR BURNERS
4—Glens Falls Sulphur Burners, 4' x 16', complete.

CRUSHING MACHINERY
Send for our new Bulletin listing Raymond Mills, Schutz-O'Neil Mills, Sturtevant, Fuller Lehigh, Ball and Pebble Mills, Hardinge Mills, Jaw and Gyratory Crushers, Tube Mills, Dryers and Kilns.

PAINT MACHINERY
Send for latest list of Roller Mills, Pebble Mills, Burrstone Mills, Paste Mixers, Pony Mixers, Clarifiers, etc. Wanted: Your surplus paint machinery. Send us your list.

CONSOLIDATED PRODUCTS COMPANY, INC.

Main Office
15-17-19 Park Row, New York, N.Y.
Phone Barclay 0600

Shops
335 Doremus Ave., Newark, N. J.
Cable Code: Equipment

Financial Records

Further Irregularity in Stock Market—Call Money Steady at Close—Oils Sharply Higher

The stock market continued irregular throughout the past week. Early rallies brought the market somewhat above last week's closing, but bear pressure and liquidation in some stocks had its effect. The trend was upwards toward the close and was responsible for the increase shown in the weekly average. Commercial Solvent was one of the favorites at the close.

Call money was steady during the week and closed at 7 percent. The rediscount rate was unchanged, but brokers' loans were down $4,000,000 for the week, making the total outstanding $5,484,000,000, a new low record for the year. This drop did not inspire very heavy trading, but was received with satisfaction. This week's loans were $193,000,000 over the previous low reached December 26, last, but compared with last week's decrease of $232,000,000, the greatest drop on record, the present decline was almost negligible.

The trend of the market for the week, with comparisons for the three previous weeks as illustrated by the Reporter's average price of twenty selected industrials, follows:—

May 17	249.06
May 24	250.10
May 31	250.41
June 7	251.32

Business failures in the United States totaled 423 during the first week in June, according to reports of R. G. Dun & Co. This was somewhat higher than in the past few weeks, although it was reduced by 65 from the 488 insolvencies in the corresponding week of 1928. Canadian failures were less, 28 being reported.

	1928 High.	1928 Low.	1929 High.	1929 Low.	Close June 7.
Acetol Prod	31½	17	23	18½	9½
Ahumada Lead	5⅝	2⅝	4⅞	2⅞	2
Air Reduction	100⅜	58	127	95¼	135½
Allied Chem	252⅜	146	305¾	241	286
pfd.	125⅜	121½	123¼	121	..
Allison Drug A	21⅞	7½	7¼	4½	..
"B"	15½	3½	5⅝	1⅝	1⅝
Alum. Co	197¾	120	265	146	..
pfd.	110¼	104	106¼	103½	..
Am. Ag. Chem	26	15⅞	23⅜	14½	..
pfd.	79⅜	55⅝	73¾	41	41
Am. Can, pfd	147	136¾	142	140⅝	..
common	117½	70½	149¼	107¾	136½
Am. Car & F	111½	88¼	106½	93	98⅝
Am. Chicle	95	44	59	46¾	54
Am. Com. Al	87⅝	77½	90	74	52¾
Am. Cyan. "B"	65	30⅞	80	50¼	47½
pfd.	101	95	102	98	..
A. D. S.	15½	10¼	11	9	..
Am. Home Prod.	86	59	85⅝	75	67⅜
Am. Metals	62⅜	30	81¾	55½	56¾
pfd.	117½	111½	135	117	..
Am. Smelting	93¾	92½	124¾	93½	98⅞
pfd.	142	131	138	135¼	..
Am. Sol. Ch., pf.	47	25¼	40½	26½	..
common	28¼	11⅜	55⅞	46⅞	28½
Am. Zinc	55¼	6⅜	49	30⅝	29
pfd.	114⅞	40	108	97⅜	..
Anaconda	116½	58¾	174⅞	115¼	105⅛
Andes Cop. M	56	36½	58⅝	48	51¼
Anglo-C. Nitrate	54	26½	45¾	33	40⅞
Archer-Daniels	112⅞	55¼	49½	36¼	..
pfd.	115¼	86⅜	115	114	..
Armour, Del., pf.	97½	86⅜	95	85½	87¾
Armour, Ill., A	23½	11¼	18⅝	12⅜	11½
Armour, Ill., B	13½	6⅞	10¼	6⅛	6⅜
pfd.	91½	67½	86	75½	..
Atlas Powder	114	63	115	91⅜	..
pfd.	108	102½	106½	103	..
Beech-Nut	101¼	70⅜	101	81¾	..
Bon Ami	85½	65¼	89½	78½	85
Borden	187	152	203¾	174½	87½
Bristol-Myers	97¾	65	109⅞	89½	107¾
Butte C. & Z	12¾	4½	9½	6½	5
Butte & Sup	16¾	9	12⅜	8½	6¾
By-Prod. Coke	114⅜	65	129⅝	104¼	..
Call. L. & Z	5⅜	1¾	4	1⅞	2
Calu. & Ariz	133	89	142⅝	121¼	128
Calu. & Hecla	47½	20½	61⅞	40	42½
Can. Ind. Al	50⅜	26¼	43	40	..
Casein Co	226	156	267	180	..
Celluloid Corp	122	34½	50	40	..
pfd.	132	105	101	100	..
Cerro de Pasco	119	61¼	120	95½	95½
Certainteed	53½	23¾	28⅝	16½	25½
1st pfd	120	119	81½	49½	74
Certo Corp	92¼	10½	92¼	56¾	..
Chick. Cot. Oil	56½	45	50	40¾	..
Chile Copper	74⅞	37⅜	127½	71⅜	..
Coca-Cola	180½	127	140	123¼	130⅞
Col.-Palm-Peet	123⅞	35⅞	80¾	66⅛	68¼
Colum. Carbon	124½	79	158	124	155¾
Com. Sol. "B"	250½	127⅝	361	225¼	..
Conta. Corp. "A"	36	20	23½	14	14
"B"	10½	9¾	11½	6½	6⅝
Cont. Can	128⅞	53	80¼	60	70
pfd.	128	123	126	124¾	..
Corn Prod	94	64⅝	92½	82	92½
pfd.	146⅞	138½	144¾	141⅝	..
Coty, Inc	89⅞	62⅝	82¼	51	60⅜
Cudahy	71¼	54	67⅞	49½	51
Davison	63¾	34⅝	69½	47⅜	47⅛
Davis Drug	57¼	56	57½	37	..
Devoe, Ray., "A"	61	44	64⅞	52⅞	46
1st pfd.	120	108	115½	112	..
Diamond Match	165	134⅜	164	154¼	..
Dixon Cruc	196	133	170	160¼	..
Drug, Inc	120¼	80	126½	110	108½
Dupont	143⅞	133½	198½	155⅜	165
deb.	121½	114	118⅞	115⅝	..
Eastman	194½	163	194½	170⅝	172
pfd.	180¼	123½	127½	126	..
Evans-Wall L	17⅞	6¾	26⅜	14½	18½
Federal Min	220	120	310	234	..
Fleischmann	80⅜	65	84⅜	68⅜	79¼
Forhan "A"	38⅜	23	33⅞	25	..
Gen. Am. Tank	99⅞	60⅞	102	81½	87⅜
Glidden	36⅞	26⅜	46½	36⅞	49
prior pfd	104⅞	95	105	103½	..
Gold Dust	141	71	82	54½	60⅜
Greene Cananea	177	80⅜	197	152⅜	147
Hercules, pfd	125	118½	121⅜	115	..
Heyden, new	23	7½	24⅝	19½	..
Hires Co	26½	21½	25⅜	25⅜	..
Household Prod.	84	64⅛	79½	65½	67
Inspiration Cop.	48⅞	18	66⅜	43⅛	44
Intl. Agri	20⅞	13	17⅞	12½	9⅝
prior pfd	85	58⅜	88⅛	79¼	..
Int. Match, pfd	121⅞	85	102½	65¼	81⅛
Int. Nickel Can	44⅞	41½	72⅝	40½	47⅛
pfd.	125	108	128	118	..
Int. Pr. Ink	57⅛	47⅜	63	52	..
Johns-Man.	262	96¼	242⅜	155¼	168
pfd.	122	118½	121½	119	..
Kenn. Copper	154½	80⅛	104⅞	78⅝	83
Kreuger & Toll	40⅝	32⅝	46⅜	35⅛	36⅝
Lambert Co	136	79½	157	127⅛	135½
Lehn & Fink	68⅜	38	68½	52¼	53⅛
Libby-Owens	186	109	220⅜	154⅛	154½
Liquid Carb	124½	63½	113⅞	71⅜	82⅞
MacA. & Forbes	57¾	45	46	39⅝	..
Magma Copper	75	43¾	80¼	66	67½
Mathieson	190	117¾	218	172	47⅛
pfd.	130	115	125	120	..
McK. & Robbins	50⅝	41⅞	59	49	52
pfd.	63⅜	55⅜	62	55	61
Mead Johnson	72	53½	67¾	55	55
Miami Copper	32	17¾	54½	30⅛	41⅝
Monsanto	95	38½	160	130	..
Nat'l Distillers	58½	29¼	53½	33	45½
pfd.	71⅜	51¼	86½	67½	77⅛
Nat. Lead	136	115	173	132	145
pfd. "A"	147¼	139	141½	140	..
pfd. "B"	121¼	112½	122	118	..
Nauheim Phar	28¾	12	12	10	..
pfd.	37⅝	20¾	32¾	20¼	..
Nevada Copper	39½	17¾	62⅞	39¾	45½
Neve Drug	34	11	14½	7	..
New Cornelia	47½	25¾	48⅛	40	..
N. J. Zinc	..	..	87¾	75¾	80
Nov. Agene	36	25	31½	22⅛	..
Owens Bot	95⅞	74½	98¾	81	80¼
Parke-Davis	55	38	58⅛	50	..
Patino Mines	42	23⅞	47⅞	34½	37
People's Drug	90	43	94	74⅛	..
Pitts. Pl. Glass	300	310	76½	64	..
Pratt & Lam	72	51½	85	63½	..
Procter & Gam	300	247	381	281	365
Prophylactic	91	53	82¾	40½	..
Royal Bak	52½	40½	43¼	28⅞	32½
pfd.	101½	100⅜	103½	99½	..
St. Joe Lead	62	37	64	42	69
Schulte	67½	37½	41½	20⅝	20⅝
pfd.	129	118⅞	118½	105	..
Seneca Copper	7½	2	10½	5½	5¾
Sher.-Wil.	92	65½	88⅜	81	..
Silica Gel., ctf.	29	17	48¼	23½	37¾
Spen. Kellogg	42	31½	43	37⅝	..
Stan. Pl. Glass	7⅞	2¼	9⅝	4½	5½
pfd.	40	10	31	17	..
Swift & Co	150½	125	139¼	129	..
Swift Intl.	37⅞	25¾	37⅞	29⅞	30⅞
Tenn. C. & C	19½	10½	20⅝	16¼	18½
Texas Gulf Sul	82½	62⅛	83⅜	71⅝	72½
Tonopah Ext	18	5	.80	.08	3
Union Carbide	209	136½	258⅞	196½	86⅜
United Carbon	43½	19	85⅝	46	62⅝
pfd.	96	68½	96	92	97
United Cigar	34⅝	22⅞	27½	21⅜	18½
United Dye, pfd.	74⅞	45⅜	60	52⅞	..
U. S. Asbestos	59⅜	27½	52⅞	45⅛	46
U. S. Gypsum	100	55	73	56	71½
U. S. Ind. Al	138	102¼	168½	128	169½
pfd.	112¼	119	125⅞	124¼	..
United Zinc	1¾	.20	2¼	1⅛	1⅛
Utah Copper	273	139	293	264	..
Vick	84	58	94⅞	82	96⅝
Va. Car. 6 pc. pr.	64¼	44⅝	65½	50	..
7 pc. pr.	99½	88½	97½	89	89
new	20⅜	12	24⅜	15½	12
Walgreen	99½	37⅛	91	71¼	84⅛
warrants	72	16½	65	56	57⅜
Wesson Oil	98¾	67	48	37	39½
pfd.	108	102	112	63½	63⅞
White Rock	49⅞	34⅛	52¼	43	..
Wilson & Co	16	11	13½	8⅜	8⅜
"A" pfd.	**85**	**22**	**27**	**17**	**21⅜**
pfd.	77⅜	63½	79	59	65⅜
Wrigley	84	68¾	80⅞	70	74½
Zonite	48⅜	27	44⅞	31½	..

Oil Securities

Oil securities were favorites throughout the week. Prices were up sharply at the week's opening and held strongly all week. The marked increase shown in the weekly average was well distributed through the entire line. Standard Oil stocks were all up about a point for the week and most of the smaller independants were similarly higher. One of the week's features was the report of reorganization of the Transcontinental Oil Company with Amos L. Beaty, former chairman of the Texas Company, as its head.

The trend of the market for the week, with comparison with the three previous weeks, as illustrated by the Reporter's average price for twenty selected stocks, is as follows:—

May 17	72.97
May 24	68.41
May 31	71.63
June 7	77.85

	1928 High.	1928 Low.	1929 High.	1929 Low.	Close June 7.
Amerada	43⅞	27½	42⅞	30	..
Am. Control	1½	.54	.72	.37½	.37½
Am. Maracaibo	9½	3½	8⅝	4⅝	4
A. G. W. I.	59⅞	37¼	51	32½	62⅝
Am. Nat. Gas	22	16¼	18⅜	13¼	..
Anglo-Am.	22⅜	14⅜	18⅜	14⅞	14⅝
pfd.	65¼	38	56⅞	45⅜	..
Atl. Ref. pfd	118⅜	166	117⅝	115	68½
new	68¼	50	68	53½	..
Barnsdall. "A"	53	20	46⅞	38⅛	42
Beacon Oil	23½	12¼	28½	20	25¼
Borne-Scrim.	56	46	46½	50¼	..
British-Am.	55	32½	62	51½	..
Buckeye P. L.	76	58	74¼	57	70¼
Carib. Syn.	23⅞	3⅞	4⅜	2⅝	..
Chesebrough	161	117¼	160⅜	140¼	..
Cities Service	90⅞	54	121⅞	88½	28⅝
pfd.	103½	94½	98⅝	96⅜	98
pfd. "B"	9⅝	8⅞	9¼	9	9
Colombia Syn.	2¼	1	2	1⅞	⅞
Col. G. & E.	138⅝	98½	160	133⅜	77
pfd.	110¼	106	107⅞	103⅞	..
Cons. Royalty	15⅜	6¼	11⅜	6⅝	..
Cont.	23	13	29	17¼	21
Creole Pet.	17⅜	9⅞	11⅜	8½	9
Crown Cent.	3½	.76	2⅛	1¼	1½
Crystal Oil	15	7	10	8	..
Cum. P. L.	144	88	75¾	62	..
Darby Pet.	33½	8½	26	17	..
Derby Oil	2⅞	1	8¼	2	8¼
Eureka P. L.	88	64⅛	70½	64½	..
Freeport-Texas	109¼	43	54⅞	38	46⅜
Galena	13	4⅜	6⅜	6	..
pfd., new	86	27	90	80	..
Gen. Asphalt	94⅞	38	82	61	52
Gulf Oil	141½	110½	120¼	104½	..
Gulf Oil	159⅞	101⅛	189	142⅝	175
Homakola	7½	5⅝	7½	4½	4¼
Houston	167	79	109	80½	78
Houston Gulf	24⅞	11½	22⅞	14⅜	14⅜
Humble	110½	59¼	115½	98⅞	118
Illinois P. L.	290½	176½	318	285	..
Imperial	104	56⅜	114	88	109
Indep. O. & G.	38⅜	21⅜	35⅜	30	35⅞
Indian Refining	39⅝	9	52⅝	29	45⅞
Indiana P. L.	91⅞	74⅝	95	81¼	95⅜
Intercon. Pet.	3⅜	1	2½	1⅜	1⅜
Inter. Pet.	55	37	65½	46⅛	48½
Kirby	3	1¼	3⅝	1⅜	..
Lago Oil	38½	27⅜	33	26¼	28½
Leonard Oil	9⅜	5⅛	5⅞	5	..
Lion Oil	43⅜	30	33½	23⅛	..
Lone Star	69⅛	48⅜	80	67	80
pfd.	119	115	116	114¼	..
Louisiana Oil	19¾	9⅜	18	12¾	13½
pfd.	94½	80	100¼	89	..
Maracaibo	25½	12½	17¼	12	..
Maracaibo Ext.	18⅛	15⅜	17¼	12	..
Marland	49¾	33	47½	33⅝	34½
Mex. Ohio	8	2¾	6⅝	3⅜	..
Mex. Oil	75	.20	6⅜	3¾	..
Mex. Seaboard	71½	4⅝	69⅜	39	41¼
Midcontinent	44½	25½	39⅞	30½	34
Mid. States	7⅜	2⅜	5½	3¾	4½
Mount. Gulf	1	.76¾	1½	1¼	1
Mount. Prod.	28⅞	19½	22⅞	17	17
Municipal Serv.	32½	13¼	32¼	22¼	22¼
Nat. Transit	32⅞	19⅜	25⅞	21⅜	22⅞
Nat. Fuel Gas	30½	24⅜	27½	25¼	27¼
Nat. Supply	138	87½	144	111⅜	123¼
New Bradford	5⅝	4¼	5	3⅞	4
N. Y. Pet. Roy.	22⅞	15	24½	16	18
Northern P. L.	69	56½	63	59	..
N. Cent. Texas	13¼	9	11½	8¾	..
Ohio Oil	83½	58½	74⅝	64⅛	75
Oil Well Supply	41	20¼	32	22½	19⅛
pfd.	110½	97	106½	101¼	..
Pacific Oil	2¼	1	1½	1	..
Pac. W. Oil	26¼	20	22¼	18½	17
Pan-Am.	55⅜	38¼	56⅝	40⅝	..
"B"	58⅞	37¾	57⅞	40½	60½
Pan-Am. W. "B"	28⅝	15½	17½	14⅛	14½
Pandem	6	2¼	4⅛	2	2
Panhandle	21⅜	11½	15¼	9½	..
Pantepec	15⅝	8⅛	10¼	7½	..
Pennok	7⅞	5½	7⅜	4⅝	..
Penn. Mex. Fuel	84	28	44½	30	..
Phillips Pet.	53⅞	35¼	47	37¼	39¼
Pierce Oil	5¼	½	3⅜	2¼	2½
pfd.	50	16¼	51½	30	..
Pierce Pet.	6⅝	3½	5⅞	4⅜	4⅝
Prairie Oil	68	46	64⅜	58	..
pfd.	50	16¼	..	..	..
Prairie P. L.	55⅜	49¾	60	53⅝	60
Prod. & Ref.	29⅞	16	25⅞	18¼	18
pfd.	59⅝	41	43	38¼	..
Pure Oil	31⅝	19	28½	23¼	28¼
pfd.	119	108	115½	112	..
Red Bank Oil	17	8	16	12	..
Reiter-Foster	13	4½	8½	5	5½
Richfield	56	23½	49⅝	39¾	43¼
Royal Dutch	64	44⅝	55¾	49⅝	54
Salt Creek Prod.	33	23	25⅞	22	19
Shell Union	39⅜	23¼	30¼	25⅜	28
Simms Pet.	27¼	18⅛	23⅞	18⅛	33⅛
Sinclair	46⅜	17⅝	45	35½	38⅝
pfd.	110	102½	111	109	..
Skelly Oil	42⅝	25	40⅞	32⅞	41⅞
Solar Ref.	216	167	50	38¼	..
South Penn	71⅞	26¾	49	40⅜	..
South. P. L.	35⅞	12	21⅜	13	..
S. W. Pa. P. L.	101	70	70	64½	..
S. O. Cal.	80	53	81¼	64	76
S. O. Ind.	95⅞	70⅞	103¼	54¾	56¾
S. O. Kans.	27⅞	15	21⅞	18	21½
S. O. Ky.	49	44	45¼	38	38½
S. O. Neb.	54⅞	39⅞	49½	45½	..
S. O. N. J.	59⅜	37¾	61½	48	59
S. O. N. Y.	44¼	28⅝	45¾	38	40½
S. O. Ohio	134	71	124½	110¼	122½
Sun Oil	77	31½	68½	57	62
pfd.	110	100	105½	100	..
Superior	14	2½	12	7	9
Swan & F	23½	16	18	15	..
T. & P. C. & O.	26⅜	12⅜	23½	16	17½
Texas Corp	74⅜	50	68	57¼	62⅜
Texon	4⅝	3	23	16⅜	..
Tidal Osage	22⅞	13	16⅜	11½	..
Tidewater	41½	19⅝	37⅜	27½	..
pfd.	100⅛	86⅜	97½	90½	..
Tide W. Asso	22	14⅜	22	17½	22⅝
pfd.	91⅜	81⅞	90	86	89½
Transcon.	14½	6⅜	13	9	12
pfd.	93⅜	75	89	82	..
Union Calif.	58	42⅜	52½	46	48¾
Union Tank	128⅛	110	150¼	121⅞	131
Vacuum	136⅜	72	133⅜	105½	115½
Venez. Pet.	9⅛	4⅝	6½	4½	..
White Eagle	38	20⅛	38	30¼	35
Wilcox O. & G.	22⅞	18⅛	29⅞	19½	21½
Woodley	8¼	4⅞	9⅛	5⅜	..
Y. Oil & Gas	8⅜	2⅛	5⅜	1½	2

Financial Notes

CASEIN COMPANY OF AMERICA and subsidiaries report for the year 1928, a consolidated net income of $352,272 after depreciation and other charges, equivalent after preferred dividends to $3.55 a share. This compares with $238,918, or $1.35 a share in the previous year.

PURE OIL COMPANY directors have been re-elected at the annual meeting. J. E. Otis was also elected a director.

ASSAY OIL COMPANY reports for 1928 a loss of £223,000, after writing off £50,000 for depreciation and meeting all charges, as compared with a loss of £129,000 in 1927.

MORGAN OIL COMPANY of Baltimore has increased its capital stock from 500 shares of preferred of a par value of $100 and 625 shares of common, of no par value, to 2,000 shares of preferred, and 2,500 shares of common, the former having a par value of $100 and the latter being no par shares.

PEOPLES DRUG STORES reports sales for May of $1,265,400, compared with $972,984 for the same month last year. Sales for the first five months of 1929 have totaled $6,860,766, compared with $4,271,049 in the corresponding period last year, an increase of 37.22 percent.

(For other Financial Notes see page 58)

Dividends Reported Since Last Week's Issue

	Stock.	Class.	Amount.	Payable.	Of Record.
Abbott Laboratories	Com.	Q.	50c.	July 1	June 20
American Car & Foundry Company	Com.	Q.	$1.50	.....	.....
American Car & Foundry Company	Pfd.	Q.	1¾%	.....	.....
American Cyanamid Company	"A"	Q.	40c.	July 1	June 15
American Cyanamid Company	"B"	Q.	40c.	July 1	June 15
American Cyanamid Company	Pfd.	Q.	$1.50	July 1	June 15
Butte & Superior Mining Company	Com.	Q.	50c.	June 29	June 14
Chickasha Cotton Oil Company	Com.	Q.	25c.	July 1	June 28
Cleveland-Cliffs Iron Company	Com.	Ex.	$5.00	June 15	June 6
Coty, Inc	Com.	Q.	50c.	June 30	June 12
Eagle-Picher Lead Company	Com.	Q.	20c.	July 15	June 30
Eagle-Picher Lead Company	Pfd.	Q.	$1.50	July 15	June 30
Forhan Company	Com.	Q.	25c.	July 1	June 14
Forhan Company	"A"	Q.	40c.	July 1	June 14
Holly Oil Company	Com.	Q.	25c.	June 30	June 14
Honolulu Consolidated Oil Company	Com.	Q.	50c.	July 15	June 25
Humble Oil & Refining Company	Com.	Q.	30c.	July 1	June 11
Humble Oil & Refining Company	Com.	Ex.	20c.	July 1	June 11
Indian Refining Company	Pfd.	Q.	1¾%	July 1	June 15
Indian Refining Company	Pfd.	Q.	1¾%	July 1	June 15
Koppers Gas & Coke Company	Pfd.	Q.	$1.50	July 1	June 11
Lambert Company	Com.	Q.	$2.00	July 1	June 18
Lone Star Gas Company	Com.	Q.	50c.	June 29	June 19
Lobitos Oilfields, Ltd.	.....	...	10%	.....	.....
Margay Oil Company	Com.	Q.	50c.	July 10	June 30
Nevada Copper Company	Com.	Q.	75c.	June 29	June 14
Pratt & Lambert	Com.	Q.	$1.00	July 1	June 15
Richfield Oil Company	Pfd.	Q.	43¾c.	Aug. 1	July 5
Royal Baking Powder Company	Com.	Q.	25c.	July 1	June 14
Royal Baking Powder Company	Pfd.	Q.	1½%	July 1	June 14
Salt Creek Consolidated Oil Co	Com.	Q.	10c.	July 1	June 15
Sherwin-Williams Co. of Canada	New.	Q.	40c.	June 30	June 15
Sherwin-Williams Co. of Canada	New.	Ex.	5c.	June 30	June 15
Southland Royalty Company	Com.	Q.	25c.	July 15	.....
Utah Copper Company	Com.	Q.	$4.00	June 29	June 14
Walgreen Company	Pfd.	Q.	$1.62½	July 1	June 20

Vick Directors Recommend Stock Split and Increase

A two-for-one split-up in the stock and an increase in the authorized capital of the Vick Chemical Company from 400,000 to 1,200,000 shares was recommended by the directors of the company last week. A special meeting for stockholders will be held June 13 to vote on the directors' proposal.

According to H. H. Richardson, president, the financing is proposed in order that the development of new products in the company's laboratories or by the acquisition of related businesses may be carried out.

With the notice of the meeting a description of the Vick Financial Corporation was sent to the stockholders. The corporation was organized last month to provide the Vick company with an investment banking connection that would assist in providing public financing for the development of its business. The board of directors will comprise the following:—Aubrey L. Brooks, attorney, Greensboro; Chester F. Chapin, investment securities, Greensboro; John W. Hanes, of Chas. D. Barney & Company, New York; Harry B. Lake, of Ladenburg, Thalmann & Company, New York; A. W. McAlister, of the Pilot Life Insurance Company, Greensboro; Angus W. McLean, formerly assistant secretary of the United States Treasury and governor of North Carolina from 1925 to 1929; Julian Price, of the Jefferson Standard Life Insurance Company, Greensboro; Richard S. Reynolds, of Selected Industries, Inc., New York; H. Smith Richardson, president of the corporation, and Eugene H. Stetson, of the Guaranty Trust Company, New York.

Vacuum Oil Buys Leases

The Vacuum Oil Company has purchased a controlling interest in the Burbank, Okla., field leases from the Lewis Production Company, Tulsa. The sale, which was subject to approval by the Department of the Interior, was consummated May 9, but the purchase price was not revealed. It was reported, however, that the prices was in the neighborhood of $3,000,000. The leases comprise 2,240 acres. Recently the Marland Oil Company and several other concerns sought to buy the property, but no price agreement could be reached. The Cosden Pipe Line Company, Tulsa, and the Johnson Oil Refining Company, Cleveland, have handled the Lewis production.

Forty huge oil tanks to contain the petroleum piped from the company's wells in the section adjacent to Cypress and outside of the Los Angeles area will be built on the tank farm.

Gasoline taxes in Colorado for the month of April, which were collected in May, amounted to $501,800. April was the last month of the three-cent tax, the tax effective May 1 being four cents.

Alphabetical Index to Advertisements

Abbott Laboratories..... 65
Alexander, Jerome..... 59
Allied Drug & Chemical Co..... —
Alsop Engineering Co..... 28
Ambassador, The..... 57
American Asphalt Association..... 31
American Bleached Shellac Ass'n.. —
Am.-British Chem. Supplies, Inc... —
American Can Co..... —
American Commercial Alcohol Corp. 6
American Cyanamid Co..... 22
American Potash & Chemical Corp. 65
American Powder Co..... 26
American Solvents & Chem. Corp.. —
American Tel. & Tel. Co..... 12
American Tripoli Co..... 27
Anaconda Lead Products Co..... 66
Archer, Daniels, Midland Co..... 32
Arnold Hoffman & Co., Inc..... 84
Ashcraft-Wilkinson Co..... —
Asiatic Petroleum Co., Ltd..... 37
Atlas Refinery..... 34
Aue, F., Co., Inc..... 28

Bacon, Dr., R. F.....59
Baird & McGuire, Inc..... 57
Baker, H. J., & Bro..... —
Baker, J. T., Chemical Co..... —
Barber Asphalt Co..... —
Barium Reduction Corp..... 47
Barrett, Co.....14, 55
Bemis Bro. Bag Co..... —
Benckiser, Joh. A..... 51
Bender Industrial Laboratories..... 59
Bethelehem Steel Co..... —
Bihn & Wolff Co..... —
Binney & Smith Co..... —
Bradley, A. J., Manufacturing Co.. 24
Brighton Copper Works..... 26
Brode, F. W., Corp..... 34
Bromund, E. A., Co..... —
Brown Linseed Corp..... 79
Buffalo Electro Chemical Co..... 51
Bull & Roberts..... 59
Bureau of Chemistry, N. Y. Produce Exchange 59
Bush, W. J., & Co., Inc..... 69
Byrnes, J. W., Shellac Co., Inc..... 71

Cabot, Godfrey L., Inc..... —
Calco Chemical Co..... —
Campbell, P. F..... 31
Carbide & Carbon Chemicals Corp. 28
Carleton, E. Everett, & Co., Inc.... 67
Casein Manufacturing Co..... 24
Chadeloil Chemical Co..... 22
Chase Bag Company..... —
Chemical Solvents, Inc..... 84
Chickasaw Barreling Co..... 64
Chilean Nitrate of Soda Educational Bill 55
Church & Dwight Co..... 46
Cleveland Barrel Co..... 31
Cleveland-Cliffs Iron Co..... 1
Coignet Gelatines..... 84
Colgate, Palmolive Peet Co..... 64
Colton, Arthur, Corp..... 24
Commercial Pigments Corp..... —
Commercial Solvents Corp..... 22
Consolidated Dyestuffs Corp..... —
Consolidated Packing & Supply Co. 28
Consolidated Products Co., Inc..... 81
Continental Can Co..... —
Cooper, William, & Nephews, Inc.. —
Coopers Creek Chemical Co..... —
Corona Silica, Inc..... —
Cox, Aspden & Fletcher, Inc..... 70

Darling & Co..... —
Daugherty, W. H., & Son Refg. Co. 84
Davison Chemical Co..... 55
Delta Chemical & Iron Co..... 84
Dey, William H., & Co..... 71
Diamond Alkali Co..... 49
Dickinson, The E. E., Co..... 65
Dickinson, J. Q., & Co..... 64
Dodge & Olcott Company..... 69
Doggett, Stanley, Inc..... 24
Dow Chemical Co..... 66
Draper Manufacturing Co..... 84
Dumas Laboratory 59
Du Pont de Nemours, E. I., & Co., Inc. ..... —

Eagle-Picher Lead Co..... 23
Ekroth Laboratories, Inc..... 59
Electro Bleaching Gas Co..... 50
Elko Chemical Co..... 51
Ellis-Foster Co..... 59
Emery Industries, Inc..... —
Evans-Wallower Lead Co..... 24

Fanning, H. A., & Co..... 47
Fergusson, Alex., Co..... 46
Fergusson Bros..... 47
Fezandie & Sperrle..... 68
Finishing Research Laboratories, Inc. 59
Franco-American Chemical Works, Inc. ..... —
Franks Chemical Products Co., Inc. —
French, Samuel H., & Co..... 27
Fritzsche Bros., Inc..... 69

Garriguem William, & Co., Inc..... 59
General Chemical Co..... 46
General Dyestuff Corp..... —
General Industrial Alcohol Co..... 8
General Naval Stores, Inc..... 31
Ginsberg, Ismar..... 59
Givaudan-Delawanna, Inc..... 16
Glaesser Laboratories..... 59
Grasselli Chemical Co..... 52
Gray, William S., & Co..... 1
Gray Industrial Laboratories..... 59
Greeff, R. W., & Co., Inc..... 65
Gross, A., & Co..... 34
Gross Lead Burning & Coating Corp. 59

Halowax Corp..... 71
Hamilton, A. K..... —
Harshaw Chemical Co.....48, 64
Heekin Can Co..... —
Heller & Merz, Co..... —
Henderson, R. R..... 59
Herstein, J. C., Jr..... 59
Herty, Dr. Chas., Co..... 59
Heyden Chemical Corp..... 65
Hochstadter Laboratories, Inc..... 59
Hooker Electrochemical Co..... 48
Hopkins, J. L., & Co..... 67
Hurst, Adolphe, & Co.....26, 27
Hutchinson, D. W., & Co., Inc..... 69

Imperial Color Works, Inc..... 25
Industrial Chemical Laboratories... 59
Industries Chemiques de Wilsele... —
Innis, Speiden & Co., Inc..... —
International Combustion Tar & Chemical Co..... —
International Pulp Co..... 28
Irvington Smelting & Refg. Works 47

J. H. R. Products Co..... 47
Jordan, William E., & Bro..... 58

Kalbfleisch Corp..... —
Kasebier-Chatfield Shellac Co..... 71
Kellogg, Spencer, & Sons Sales Corpn..... 32
Kentucky Color & Chemical Co..24, 58
Kessler Chemical Co..... 26
King Chemical Co..... 1
Kirk, James S., & Co..... —
Kittredge, R. J., & Co..... —
Knight & Clarke..... 59
Krebs Pigment & Chemical Co..... 23
Kuttroff, Pickhardt & Co., Inc..... 56

Laning, E. M., & Co., Inc..... 59
La Wall Laboratories..... 59
Lehmann, Arthur A., Co., Inc..... 51
Levis, Irving A., Co..... 31
Lewis, John D..... 27
Lilly, Eli & Company..... 66
Lucidol Corp..... 35

Machinery & Equipment Co., Inc... 80
Magnus, Mabee & Reynard, Inc.... 69
Mallinckrodt Chemical Works..... 46
Marley Chemical Co., Inc..... 63
Martin, The L., Co..... 24
McCormick & Co., Inc..... 67
Meade-King, Robinson & Co., Ltd.. —
Mechling Bros., Chemical Co..... 50
Merck & Co., Inc.....62, 63
Metasap Chemical Co..... —
Meurer Steel Barrel Co., Inc..... 84
Michigan Alkali Co..... —
Miller, A. D., Sons Co..... —
Miner, Henry, & Son, Inc..... 64
Mixing Equipment Co., Inc..... —
Monsanto Chemical Works..... —
Montgomery, W. L., & Co..... —
Mutual Chemical Co., of America.. 60

National Lead Co..... 10
National Milk Sugar Co..... 65
National Oil Products Co..... 35
National Pigments & Chemical Co.. 81
National Pumice Stone Co., Inc..... 28
National Rosin Oil & Size Co..... 31
National Ultramarine Co., Inc..... 16
Natural Products Refining Co..... 61
Naugatuck Chemical Co..... 57
Neuberg, William..... —
New Jersey Zinc Co..... —
Newport Chemical Works, Inc..... —
New York Color & Chemical Co.... 26
New York Quinine & Chemical Works, Inc..... —
Niacet Chemicals Corp..... —
Nichols Copper Co..... —
North American Car Corp..... 29
Northwestern Chemical Co..... 70
Norwegian Cod Liver Oil..... 64
N. V. Potash Export My..... 55

Olean Sales Corp..... —
Osborn, C. J., Co..... 24
Owens-Illinois Glass Co..... —
Owyhee Chemical Products Co.... 24

Pacific Coast Borax Co..... 1
Paterson, Boardman & Knapp..... 84
Pease Laboratories, Inc..... 59
Peek & Velsor, Inc..... 68
Penick, S. B., & Co..... 67
Penn-Keystone Co..... 24
Pennsylvania Refining Co..... —
Pennsylvania Salt Mfg. Co..... 46
Pennsylvania Sugar Co..... —
Peoples Chemical Laboratory..... 59
Perry & Webster, Inc..... 59
Petroleum Iron Works..... 39
Pfizer, Chas., & Co., Inc.....18, 63
Philipp Bros., Inc..... 27
Pittsburg Can Co..... —
Pittsburgh Plate Glass Co..... —
Pittsburgh Steel Drum Co..... —
Pressed Steel Tank Co..... 38
Price, H. V. F., Inc..... 71
Procter & Gamble Co.....33, 34, 64
Proctor & Schwartz, Inc..... 33
Publicker, Inc..... 1

Ransom, L. E. Co..... 68
Raymond Bros., Impact Pulverizer Co. 53
Reliable Leather Dressing Co..... 26
Republic Steel Package Co..... 37
Rhodia Chemical Co..... —
Roessler & Hasslacher Chemical Co. 4
Ross, Frank B., Co..... 80
Rossville Commercial Alcohol Corp. 1
Ryland, H. C., Inc..... 70

Sadtler, Samuel P., & Son, Inc.... 59
Scheel, William H..... 27
Schering Corp..... 64
Schieffelin & Co..... 67
Scholjberg, Ragnar..... —
Schliemann Companies, Inc..... 64
Schwarz Laboratories..... 59
Schwarz, M. W..... 59
Seaver & Co..... 24
Seil, Putt & Rusby, Inc..... 59
Selden Co..... —
Sharples Solvents Corp..... —
Shaw, John, & Co..... 68
Shriver, T., & Co..... 28
Sieck & Drucker, Inc..... 59
Sinclair Refining Co..... 36
Smith Chemical & Color Co..... 24
Smith, Geo. B., Chemical Works, Inc. —
Snell, Foster D..... 59
Solvay Sales Corp..... 48
Sonneborn, L., Sons..... —
Southern Acid & Sulphur Co., Inc.. 55
Southwark Manufacturing Co..... 72
Speiden-Whitfield Co., Inc..... 46
Sperry, D. R., & Co..... 33
Standard Ultramarine Co..... 24
Stein-Brill Corp..... 81
Stillwell & Gladding..... 59
Stillwell Laboratories..... 59
Synthetic Nitrogen Products Corp.. —

Taintor Co..... 27
Tamms Silica Co..... —
Tartar Chemical Works..... —
Taylor, Geo. F., & Co..... —
Taylor, Lowenstein, & Co..... 31
Technical Service Co..... 80
Tennant, C., Sons & Co., of N. Y... —
Texas Gulf Sulphur Co..... —
Thews, Harbison, Thews, Inc..... 59
Thibaut & Walker Co..... —
Thurston & Braidich..... 67
Titanium Pigment Co., Inc..... —
Todd, A. M., Co..... —
Turner, Joseph, & Co..... 47

Ueymayei & Co..... —
Ultramarine Corp..... 27
United Color & Pigment Co..... 24
U. S. Industrial Alcohol Co..... —
U. S. Industrial Chemical Co..... 3

Vanadium Corp. of America..... —
Victor Chemical Works..... 46
Viking Gasoline Corp..... 26
Vol-U-Meter Co., Inc..... 26
Vorce, L. D..... 59

Waterville Foundry & Mfg. Co., Inc. 28
Weiss Forwarding Co., Inc..... 76
Welch, Holme & Clark Co..... 33
Wells, Raymond..... 59
Werk, The M., Co..... 34
Wilckes, Martin, Wilckes Co..... 25
Wiley & Co., Inc..... 59
Will & Baumer Candle Co., Inc..... 34
Williams, C. K., & Co..... 24
Willock Oil Corp..... —
Wilson & Bennett Mfg. Co..... —
Winkler, The Isaac, & Bro. Co..47, 72
Winterbourne, S., & Co..... 84
Wishnick-Tumpeer, Inc..... —
Wolf, Jacques, & Co..... —
Woodman Manufacturing Co., Inc. —
Wood Products Co..... 1

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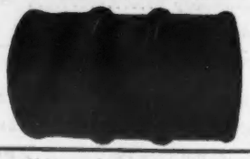
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